



Nevada DECA, Inc. Board of Trustees Meeting

DATES: February 1, 2006
3:31 – 5:40 p.m.

PLACE: Nevada Department of Education
Southern Nevada 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

- Ed Brown, Nevada DECA, Inc. Board Chair, Economic Development Specialist, U.S. Small Business Administration
- Delia Gomez, U.S. Small Business Administration
- Perry Annett, DECA Advisor at Eldorado High School & Board of Advisors Representative
- Dr. Greg Richens, Nevada DECA State Chair, Business and Marketing Consultant, Nevada Department of Education
- Phyllis Dryden, Director of Career, Technical, and Adult Education, Nevada Department of Education
- Joshua Pepper, Nevada DECA State President
- Ryan Underwood, Executive Director, Nevada DECA, Inc.

Board of Trustees Not in Attendance

- Katherine Jacobi, Board Vice Chair, Director of Education, Nevada Hospitality Foundation
- Michelle Layton, Board Secretary Training and Communications Manager, Stratosphere

Guest

- Melissa Scott, Clark Count School District DECA Liaison

CALL TO ORDER

The Nevada DECA, Inc. Board of Trustees meeting was called to order by Board of Trustees Chair Ed Brown at 3:31 p.m.

APPROVAL OF MINUTES

It was moved by Delia Gomez and seconded to approve the minutes of the September 22, 2005 meeting. The motion passed with one abstention by Perry Annett as he was not in attendance at the September meeting.



BOARD OF ADVISOR REPRESENTATIVE SELECTION PROCESS

Discussion

The Board discussed at length the Board of Advisors Representative to the Board of Trustees selection process. It was clarified during discussion that the term of the Board of Advisors Representative shall be from end of May meeting to the next May meeting. The newly elected Representative's term would begin following the May meeting. It was further clarified that the elected Representative agree to become a DECA Professional Member.

Decision

Dr. Greg Richens moved and it was seconded to implement the following procedure:

A Nomination Form will be prepared and presented to all Nevada DECA local chapter advisors in. Only advisors from Chapters in Good Standing are eligible for nomination.

1. The nomination form will be sent out by the Current Board of Advisor Representative.
2. The nomination form will be due to the Board Chair and State Office prior to the State Career Development Conference.
3. The State Office will post a slate of nominated advisors online and chapter advisors will be notified of the nominees.
4. The nominated advisors shall present a brief speech at the Board of Advisors Meeting held at the State Career Development Conference.
5. All local chapter advisors in good standing will vote via secret ballot at the Board of Advisors Meeting at the State Career Development Conference.
6. If a selection has been made, the newly elected representative will be announced at the closing session of the State Career Development Conference.

The motion passed unanimously.

Direction

The Management Team shall prepare a nomination form and instructions and forward it to the current Advisor Representative. The Advisor Representative will include information and submit it to all local chapters via email. The nomination form shall also be made available online.



DETERMINATION OF "ADVISOR IN GOOD STANDING" DEFINITION

Discussion

The Board discussed the need to define the term "Advisor in Good Standing."

Decision

Perry Annett moved and it was seconded to approve the following policy definition of "Advisor in Good Standing" as a DECA Advisor satisfying two requirements:

1. Official recognition by the school administration.
2. The local chapter the advisor represents must be "in good standing."

The motion passed unanimously.

Direction

This definition shall be included in future editions of the Policies and Procedure manual and included in the form for Board of Advisor Representatives nominations.

BOARD OF ADVISOR MEETINGS

Discussion

The Board discussed the importance of clarifying that Nevada DECA shall hold at least one annual meeting at a time and place most optimal for advisors to adjourn. The importance of a policy for calling Board of Advisors meeting was also considered. The importance of a basic number of advisors attending Board of Advisors meetings be determined in addition to the official filing of recommendations determined at meetings.

Decision

Perry Annett moved and it was seconded to have at least one annual Board of Advisor Meetings to be held at the State Career Development Conference. The motion passed unanimously.

Ryan Underwood moved and it was seconded that the Board of Advisor Representative or any Board of Trustees member may request for a Board of Advisors meeting if the meeting is officially called, all advisors are notified, the required number of attendees participate, and that the meeting is approved by the State Chair or Board Chair. The motion passed unanimously.

Perry Annett moved and it was seconded to require a minimum of ten local chapter advisors to be assembled in order to provide official recommendation by the Board of Advisors to the Board of Trustees. The recommendation of the Board of Advisors must also be published. The motion passed unanimously.



FISCAL YEAR TO DATE 2005-06

Nevada DECA is reporting an income of \$13,402 to date with expenses of \$23,424. An initial \$9,000 amount is being prepared by the State Chair to submit to the Nevada Department of Education for the Restricted VSO Reimbursement.

It was reported that \$10,000 had been transferred according to Trustee direction into a certificate of deposit at Security Savings Bank at an APY of 4.6 per cent. This is a one year CD that matures on December 16, 2006. The interest will roll if we decide to renew the CD. Cash on hand was \$43,177.

The financial state of the organization is healthy.

It was reported that both the Management Team and State Officers had heavily promoted DECA state and national scholarships and that information has been posted since Fall 2005. To date only one application in Nevada for state and national scholarship had been received.

Greg Richens moved and it was seconded to approve Nevada DECA, Inc. financial report. The Motion passed with one abstention by Perry Annett as he was not present when the FY 2005-06 budget was created.

STATE CAREER DEVELOPMENT CONFERENCE 2006

Discussion

Board members discussed the upcoming SCDC and general plans for the conference. It was reported that Rob Campbell from the Nevada Department of Education will be attending and that Ed Brown, Delia Gomez, and Michelle Layton will be attending. It was also reported that the U.S. Small Business Administration was a big help for judge recruitment with SBA counselors and SCORE. It was also reported that the campaign process is being highlighted more at SCDC and that the State Officers were holding a BBQ.

It was reported that the Management Team had already booked 2007 conference dates at the Cashman Center.

Melissa Scott recommended a survey be prepared asking advisors for feedback on the length of conference (one day/two days/three days) and to see about using the survey device at the Department of Education.



Decision

Ryan Underwood asked for a vote of confidence to use Nevada Department of Education Restricted VSO Reimbursement funds for booking Troy McClain from the first season of NBC's *Apprentice* for the SCDC. The Board agreed unanimously that it would be a "wow" factor and excellent public relations move for Nevada DECA. It was noted that Troy was a former DECA member from Brock Taylor's former school in Washington and that CCSD marketing teachers have "*Apprentice* DVD's" as part of instruction. Geoff Demaio was also recognized as the advisor who has been working with Troy on his participation at SCDC.

Direction

Perry Annett asked that for future SCDC's that a basic budget be prepared for review by the Board.

It was recommended for SCDC 2007 that the state present decent sized trophies (small/medium/large trophy) and big trophies for first place. It was recommended that public relations funds be used from the Nevada Department of Education Restricted VSO Reimbursement to augment the SCDC budget and to provide certificates as well.

MEMBERSHIP DUES DECREASE PROPOSAL

Discussion

Perry Annett brought up the concept of decreasing Nevada DECA State Dues in response to the increase by National DECA and loss of refund to local chapters by CCSD. Dues are now \$17 and it was recommended move to \$8 national and \$7 for state. Perry expressed that there was a perception that local members did not understand the value of state dues and wanted to decrease by decrease by \$2.00.

Greg Richens expressed that he was no in favor of reducing dues. He indicated that nine dollars is not that much, had been traditionally paid by local chapters, and that students blow that much money in a movie or a meal that doesn't have as much value as DECA. He also expressed that there was tremendous value in the dues paid by members, but that maybe an increase in communication about these benefits was needed. There is value in the state scholarship provided and that funds were being invested to provide an ongoing scholarship source

It was shared that it was Nevada DECA's obligation to demonstrate value and the opportunities that members are buying access to. It was communicated that local chapters are concerned about the financial well being of the state. It was noted that membership dues fund expenses like new chapter starter grants; chapter support for special needs; awards for national winners; the state officer program; and, competition training.



It was noted that a few chapters had voiced concern that they are having to pay registration and fund chapters because of the loss of funding from CCSD. The Board expressed their understanding of this situation and the perspective of local chapters.

Ryan Underwood expressed his sensitivity toward demonstrating the value of membership dues and communicating so that members understand how important their dues are to the state funding. He recommended that it be added to the agenda of the Board of Advisors meeting for comment.

State President Josh Pepper indicated that he would not support a dues decrease. If we did it would basically mean that Nevada was subsidizing national's dues increase and that as a growing state funds would be better spent on programs, recognition, and opportunities rather than refund. He reported that \$2.00 was not much to a student, but \$2,000 is a lot to Nevada DECA.

Decision

No formal policy motion was made on the concept.

Direction

Ryan Underwood was asked to place it on the agenda for the Board of Advisors meeting for discussion by advisors. Josh Pepper was asked to consult with student members and to provide feedback from that audience.

SPONSORSHIP

The Board of Trustees formally thanked Business Consulting Services for their tremendous financial support, donation of \$10,000, and support of conferences with their staff serving as judges. The Board of Trustees also formally showed their appreciation to the Stratosphere Hotel for their \$500 gift toward Nevada DECA's Katrina Relief fund and meeting room provided for State Officer Meetings valued at \$1,000. State Chair Greg Richens said he would be sending a formal letter of appreciation and that special recognition with Troy McClain would be arranged at SCDC.

CALENDAR

It was reported that the preliminary 2006-7 Nevada DECA calendar was underway and would be finalized at the newly elected state officer meeting.



STATE PRESIDENT REPORT

Josh Pepper reported the following activities of the State Officer Team:

- ▼ Volunteering at District, set up, hosting judges, and serving as ambassadors. State Officers did compete at District as well. Greg Richens commented especially on state officer conduct and how impressive they were and how dynamic they have been all year.
- ▼ Officers have been promoting the BCS scholarship. Each officer was assigned chapters and schools and having been sending emails/calls/and visits to promote.
- ▼ In preparation for the state conference officers created a spirit award; are designing decorations; preparing to host judges; are developing their general session scripts development; preparing a farewell presentation; and passing on informational binders for next officer team.
- ▼ Travis Hagen is putting together a "did you know flyer about SCDC" and what happens at conference.
- ▼ The state officers presented three designs for the State Pin Design. The chosen design was a "WIN BIG...Poker Chip" concept.
- ▼ State officers were designing and having built at winner's platforms for presentation of awards to winners
- ▼ State officers were also finishing up local chapter visits and had visited Clark, Liberty, Eldorado, and Del Sol.
- ▼ Officers submitted articles and photos to Dimensions

EXECUTIVE DIRECTOR REPORT

- ▼ State Staff provided registration and competitive event calculation support for the District Meeting.
- ▼ State Staff reported that the "Each One Reach One" campaign for Katrina Relief had originated from Nevada and that Nevada had ranked fourth in total giving among state and location chapters with \$1,465.
- ▼ The Dallas ICDC package was presented and the Board gave a vote of confidence in the budget and travel package presented.
- ▼ State Staff were really supportive of the "Winner's Dinner" concept and agreed to provide support to ensure the event happened in May.

STATE CHAIR REPORT

Dr. Greg Richens announced his resignation from the Board of Trustees and as State Chair of Nevada DECA. He is moving to Utah to accept a position with Weber State University as Director of Continuing Education. He shared that he was sad to go but proud of growth and strong foundation that had been made. He said he would miss DECA a great deal and the wonderful people who do so much good for students. Phyllis Dryden shared her personal appreciation on behalf of the Nevada Department of



Education. Perry Annett made it official that we invite Greg Richens to State Conference and to present him with a special recognition award. The Board expressed their sincere appreciation for his efforts in the incorporation of Nevada DECA, Inc., the recruitment of Board members, and for laying a strong foundation for future leadership and organization of Nevada DECA.

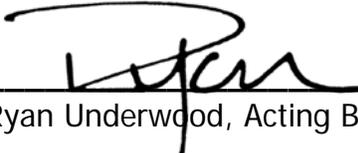
AWARDS COMMITTEE

Board Chair Ed Brown would like to secure financial support for the evening dinner concept at a country club or similar type venue to represent the top students and advisors, and business leaders of Nevada DECA. Ryan Underwood agreed to provide Ed with a proposal on how and when to implement such an event. Targeted invitees would include all top winners from nationals, state officers, their advisors, and parents, business leaders, and administrators. The date ideally presented was Tuesday, May 18.

The meeting adjourned at 5:40 p.m.

Respectfully Submitted,

NEVADA DECA, Inc.



Ryan Underwood, Acting Board Secretary

2/1/06

Date