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## Nevada DECA, Inc. Board of Trustees Meeting

DATES: January 18, 2018 Minutes  
2:30 PM

PLACE: Flamingo Las Vegas

### **Board of Trustees Members in Attendance**

- Curtis Haley, Nevada DECA State Director (proxy for Executive Director Brycen Woodley, ex-officio member)
- Alan Fulks, Retired
- Cariela Santana, The Smith Center for Performing Arts
- Aria Khiabani, Nevada DECA State Officer
- Gilma Rivera, Nevada DECA State Officer
- Terry Ertman, DECA Advisor at Basic Academy & Board of Advisors Representative
- Ingrid Zarate (proxy for Marcelle Cruzado, UNLV Collegiate DECA)
- Ricardo Cornejo, Caesars Entertainment
- Melissa Scott, M.A., Nevada Department of Education, Education Programs Professional (ex-officio) (Via Phone)
- Laura Nowlan, Nevada Hispanic Business Group (Via Phone)

### **Board of Trustees Not in Attendance**

- Julio Meza, Venetian and the Palazzo

### **CALL TO ORDER**

The Nevada DECA, Inc. Board of Trustees meeting was called to order at 2:32pm.

### **APPROVAL OF MEETING MINUTES**

**Decision:** Terry moved and it was seconded to approve the September 2017 and October 2017 meeting minutes with suggested changes. The motion passed unanimously.

### **COMMITTEE UPDATES**

**Discussion:** Curtis gave updates regarding the three committees. Sustainability Grants were approved and sent out previously in the year. Work continues on establishing the Nevada DECA Foundation.

Curtis requested sponsorship help from Board Members. Melissa asked whether SCDC winner awards could be applied as ICDC credits. Terry said it's ideal to send students the money from a chapter perspective.



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Curtis also requested help from Board Members at SCDC. Ricardo and Cariela were interested in potentially reviewing the Nevada DECA Award Applications.

**Direction:** Curtis will send out the sponsorship sign-up form this week.

#### **NEVADA DEPARTMENT OF EDUCATION UPDATE**

**Discussion:** Melissa shared that Business Management standards were approved by the Nevada Board of Education. Marketing standards will be reviewed this spring and applications have gone out to review those. CTSO State Officers presented to the Board of Education today and did a tremendous job - the Board will be looking at potentially increasing funding for CTSOs.

Gabe Silva joined the meeting at 2:52pm

#### **STATE OFFICER TEAM UPDATE**

**Discussion:** Aria and Gilma delivered their update on State Officer projects and past conferences, including the CTSO Rally, Western Region Leadership Conference, and West CTA Mock Competition.

#### **COLLEGIATE DECA UPDATE**

**Discussion:** Ingrid delivered the Collegiate DECA update on behalf of UNLV. The Competition Academy will be this weekend - there was a registration bug discovered that was preventing students from attending and the conference coordinators have been working to resolve these issues. Over 100 people will be attending the event, with 35 judges in attendance (33 out of the 35 are interested in attending SCDC).

Students from CSN will be attending ICDC in Washington, DC along with the UNLV students.

Laura Nowlan joined at 3:25pm

Melissa left the meeting at 3:31pm.

#### **MANAGEMENT TEAM UPDATE**

**Discussion:** Curtis provided the update from the management team, including a review of the management dashboard, current financial reports, and plans for SCDC and ICDC. While WRLC attendance was low, attendance at the other events has been high, including record attendance at SCDC.

#### **BAD DEBT POLICY**

**Discussion:** Curtis shared the current practice and rationale behind how bad debt is written off. In consultation with TEAMTRI's CFO Joanne Lucas (a CPA) and Controller Rhonda Bohall, we considered the current policy against best practices. As with

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many accounting methods, there is more than one valid procedure for accounting. It is correct to look at the matching principle of accounting so that we match income and expense in the same period. However, another important aspect of accounting is the concept of “materiality.” The materiality concept is “the principle in accounting that trivial matters are to be disregarded, and all important matters are to be disclosed. Items that are large enough to matter are material items. Because bad debt currently represents approximately 1% of total assets, the debts have currently been seen as “immaterial” versus the important matter of seeing which chapters have outstanding debts. However, the management team will proceed with whichever policy the Board feels is the desired path.

**Decision:** Ricardo moved and it was seconded that during year-end financial statement review, the management team reviews any outstanding chapter balances and proposes them to the Board of Trustees to be written off as bad debt based on their likeliness of being paid. The motion passed unanimously.

**Direction:** The Board requested that the management team re-send the Chapter In Good Standing Policy to chapters to remind them of the policy.

**BUDGET AMENDMENTS**

**Decision:** Terry moved and it was seconded to approve the amended operating budget as presented. The motion passed unanimously.

**ADULT DELEGATE CODE OF CONDUCT**

**Decision:** Gabe moved and it was seconded to approve the Nevada DECA Adult Delegate Code of Conduct with suggested changes to be implemented beginning with ICDC 2018.

**COMPETITION INVITATIONALS**

**Discussion:** Curtis discussed the idea of Competition Invitationals hosted each month by chapters starting next year. The Board was initially supportive of the idea and encouraged the management team to explore this option with chapters.

**ADJOURNMENT**

The meeting adjourned at 4:35pm.