



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

DATE: September 9, 2011 **PLACE:** Nevada Dept. of Education
12:10 pm - 2:05 pm

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

- Terry Ertman, DECA Advisor at Basic High School & Board of Advisors Representative
- Perry Annett, DECA Advisor at Southwest CTA & Board of Advisors Representative
- Melissa Scott, Nevada DECA State Advisor, Business and Marketing Consultant, Nevada Department of Education
- Tyler Hurt, Nevada DECA State Officer
- Victoria Cana, Nevada DECA State Officer
- Tricia Del Guercio, Prosperity Advisors, Inc.
- Mark Del Guercio, Prosperity Advisors, Inc.

Board of Trustees Ex-Officio Members in Attendance

- Ryan Underwood, Senior Director
- Brycen Woodley, Executive Director
- Curtis Haley, State Director

Board of Trustees Guests in Attendance

- None

Board of Trustees Not in Attendance

- James Kohl, Howard & Howard
- Theresa Fette, Provident Trust

CALL TO ORDER

The Nevada DECA, Inc. Board of Trustees meeting was called to order by State Advisor Melissa Scott at 12:20PM.

APPROVAL OF MINUTES

It was moved by Ryan Underwood and seconded to approve the minutes of the June 2011 Board of Trustees Meeting. The motion passed unanimously (Terry and Perry abstained).



ELECTION OF OFFICERS

Melissa Scott called for nominations from the floor for the two Board Officer positions outlined in the bylaws for the 2011-2012 Board Term. The Board decided to postpone Board Officer elections until more members could be added to the Board.

STATE OFFICER TEAM REPORT

Tyler Hurt, Nevada DECA State President and Victoria Cana, Nevada DECA 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 entire State Officer Team attended the CTSO Summit in Lake Tahoe and Western Region Officer Training Camp (WROTC) in Phoenix, Arizona in July. Special emphasis was placed on building stronger team relationships and networking with other DECA State Officers at WROTC, while the CTSO Summit allowed for heavy focus on public speaking, workshop presentation, and project planning as a team in addition to the formal training.
- Each State Officer created and practiced presenting his/her own workshop during the CTSO Summit. The State Officer Team applied the knowledge and training given through the State Officer program and at CTSO Summit to create detailed workshop outlines and to make their presentations interactive and entertaining.
- The State Officer Team has distributed emails welcoming all Nevada DECA advisors back to school and encouraging them to request State Officer chapter visits.
- The State Officers have also been focusing on developing social media outreach on Facebook and Twitter. When the year began, Nevada DECA had under 500 Facebook fans and they now have nearly 1,000 fans. Emphasis is placed on social media as a way to create relationships with students and advisors.

STATE ADVISOR REPORT

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

Melissa briefed the Board on current Nevada Department of Education updates and program information. The DOE is working to further develop curriculum standards and end of program assessments across the state to ensure consistent curriculum and instruction. The DOE is also updating business management standards and is working to make sure Nevada's curriculum standards are in line with DECA's national curriculum standards. Melissa invited Board members from industry to participate in



statewide efforts to validate curriculum standards. The Department of Education will contract with TRI Leadership Resources to manage four Nevada CTSOs.

EXECUTIVE DIRECTOR REPORT

Brycen Woodley delivered the Executive Director Report providing updates and information on the following items:

The annual advisor conference will be held on September 10, 2011 at the Rio Hotel. Arizona DECA has been invited to participate in the conference and is sending their State Advisor and ten other advisor participants. Attendance numbers are down a bit from the year before mainly due to legitimate conflicts, but also some chapters are in flux due to funding and staffing changes at DECA schools. Desert Pines and Rancho currently do not have chapter advisors.

DECA will again be participating in the Fall Leadership Extravaganzas in Las Vegas, Reno, and Elko. Four organizations (DECA, FBLA, HOSA, FCCLA) will be participating in the Las Vegas event.

Nevada DECA will participate in the Western Region Leadership Conference in San Diego on November 10-12. The conference should be very affordable for Nevada DECA members due to its driving distance from Las Vegas.

The 2012 State Career Development Conference will be moving to the Monte Carlo in Las Vegas and we are very excited about the new location for the event. We are hoping to develop a long-term relationship with the Monte Carlo as the SCDC site. The theatre will be a much bigger venue and will allow conference attendance to grow.

The 2012 International Career Development Conference will be in Salt Lake City. Due to the fact that the conference is within driving distance of Nevada chapters, ICDC costs will be \$300-\$400 lower than when it is in other sites, and the location should be very exciting for members and advisors.

FINANCIAL REPORT

The Board reviewed the 2010-2011 yearend financial reports. The management team addressed questions about the financial reports and accounts receivable and provided explanation of financial procedures. It was noted that the year ended with a profit. It was moved by Perry and seconded that the yearend financial reports be approved. The motion passed unanimously. Ryan abstained.

The Board discussed the 2011-2012 budget and noted a typo in the budget. The Board discussed the budgetary impact of sponsorships and the golf tournament. It was moved by Mark and seconded that the income and expense lines for WRLC be made to match and that the budget be approved. The motion passed unanimously. Ryan abstained.



The Board discussed the FY 2011-2012 All Inclusive Management Agreement with TRI Leadership Resources, LLC. It was moved by Terry and seconded to accept the Management Agreement as is. The motion passed unanimously. Ryan abstained.

2011-2012 CALENDAR REVIEW

It was moved by Terry and seconded that the 2011-2012 Calendar be approved. A vote was taken and the motion passed unanimously.

BYLAW AMENDMENTS/DISCUSSION

Ryan discussed the proposed amendments to the Corporate Bylaws, currently called the Board of Trustees Bylaws. It was decided that the bylaw amendments would be sent to the full Board for an electronic vote sent out on Monday, September 12 and completed by Friday, September 16.

PROGRAMMATIC ITEMS

Perry proposed displaying the entries for Chapter Awards Program and Scrapbook competitions on the first day of State Conference after they are registered, and then judged after. The management team indicated it would explore this option.

Perry proposed that the written events process be changed to give judges more time to review submissions. Brycen proposed further discussions with the management team.

Brycen introduced the proposed chapter non-payment policy to be implemented in the 2011-2012 school year. The policy is based off research about how many other states handle non-payments. The Board discussed the merits of the payment policy as well as coordination of student and advisor travel and agreed to talk with the advisors in January about continuing providing that coordination. It was moved by Perry and seconded that the non-payment policy be approved. The motion passed unanimously.

GOLF TOURNAMENT

The Board discussed the logistics of the golf tournament. Eight golfers have been recruited for the tournament as of the meeting.

ADJOURNMENT

It was moved by Perry and seconded that the meeting be adjourned. The motion passed unanimously and the meeting was adjourned at 2:05pm.

Respectfully Submitted, NEVADA DECA, Inc.

Curtis Haley, State Director (Acting Secretary)

1/13/11
Date