



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

**DATES:** January 14, 2010                      **PLACE:** Nevada Department of Education  
12:03 pm – approx 2:00 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**

- Joel Blakley, Business Credit Services
- 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
- Melissa Scott, Nevada DECA State Chair, Business and Marketing Consultant, Nevada Department of Education
- Marcus Galimore, Nevada DECA State Officer
- Antares Vargas, Nevada DECA State Officer
- Ryan Underwood, Executive Director

### **Board of Trustees Ex-Officio Members in Attendance**

- Brycen Woodley, State Advisor

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

- Phyllis Dryden, Nevada Department of Education
- Victor Paglio, Nevada State Bank
- David Gass, Business Credit Services
- Scott Fritz, GrowthConnect
- James Kohl, Howard & Howard
- Mark Del Guercio, Prosperity Advisors

### **CALL TO ORDER**

The Nevada DECA, Inc. Board of Trustees meeting was called to order by acting Board of Trustees Chair Tina Fulks at 12:03PM.

### **APPROVAL OF MINUTES**

It was moved by Tristan Hays and seconded to approve the minutes of the September 2009 Board of Trustees Meeting. The motion passed unanimously.



## STATE OFFICER TEAM REPORT

Marcus Gallimore, Nevada DECA State President, 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 Marcus' discussion were:

- Each officer is in the final stages of visiting all of their chapters to reach a collective goal of visiting 100% of active chapters. As a team we are promoting our social networks to each chapter, so that chapter communication can be strengthened in years to come.
- State officers have sent a monthly update to their assigned chapters, updating them on important news and information for students.
- Chapter attendance at WRLC was exponentially high and it was a positive experience for members, advisors, and our very own Mr. David Gass.
- State officers have attended DECA Advisor Meetings and CCSD advisor meetings to share state officer goals, progress, and successes, while also encouraging chapters to have state officers visit their schools.
- The Officer team has been working on a Winter Newsletter that includes articles about State officer recruitment, Chapter spotlight, and the junior achievement interview.
- The State officers are working hard to release one more newsletter before our state conference.
- The state officers have been sending weekly updates to the team highlighting their DECA work for the week in an effort to keep the team informed about each other's work and successes.
- The team has monthly state officer conference calls to discuss upcoming events, projects, and review the Accountability Chart and Program of Work.
- The southern area state officers attended the DECA Picnic and enjoyed meeting members, discussing DECA, and promoting DECA involvement and running for state office.
- Curtis Haley, former national president of DECA and two time national winner hosted training for competition along with Brycen Woodley. The southern state officers all attended the training and received great feedback from members and advisors.
- The entire state officer team attended the Western Region Leadership Conference in Reno. The officers are thankful and appreciative to Nevada DECA for providing their registration for the event.
- The officers led the state meeting of DECA members, cheered the state during the general sessions, and assumed hosting duties for the attendees.
- State President Marcus Galimore brought greetings on behalf of Nevada DECA during the opening session and also assisted in the other sessions.



## **STATE CHAIR REPORT**

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

Melissa discussed the MBA Research end of program Marketing Assessment. She is looking for Marketing Advisors in Nevada to use it to get feedback and look at the potential of using it more widely.

State has been working on programs of study in conjunction with Perkins. They are focusing on training at the classroom level. The effort is to align the courses so that there are a sequence of courses that lead to post secondary education.

The National AP Board is looking at the possibility of an AP course in Accounting. It is going through a trial right now.

Entrepreneurship and business plan forum is Friday February, 19. Intent to compete are due today. Next year the business plan competition will be partnered with teen entrepreneurs of Las Vegas which will help broaden the scope and reach of the event.

## **STATE ADVISOR REPORT**

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

The current membership report was distributed showing current total membership of 1,091 members. Last year Nevada DECA finished the membership year with 1,414 members. Chapters still have until March 1, 2010 to enter membership and there are a few chapters who should have members that have not yet submitted their membership, but there is still a concern that we will not meet last year's membership numbers. If our numbers drop by too much we run the risk of losing competitive event slots to ICDC. The Board discussed the possibility of creating an incentive plan to encourage chapters to register more chapters. The State Management Team and State Officer Team are going to reach out to chapters and make a big membership push over the next couple of weeks to raise membership numbers.

Brycen shared the website traffic reports for [nevadadeca.org](http://nevadadeca.org) showing consistent usage of the site since the start of the school year. Nevada DECA current has 129 Fans on Facebook and 178 Followers on Twitter. The officer team is going to continue to focus on the Social Media areas to encourage more students to become Fans and Followers of Nevada DECA.

The Western Region Leadership Conference was November 12-14, 2009 in Reno, Nevada at the Grand Sierra Resort. The conference was a big success with almost 750 total participants from around the Western Region. 157 of those were from Nevada DECA.



Plans and preparations for the State Career Development Conference are pressing forward. The Conference will be held at the Santa Fe Station Hotel February 17-18, 2010. Conference planning and judge recruitment are in motion and running smoothly.

The International Career Development Conference will be held in Louisville, Kentucky April 24-27, 2010. The State Management Team has finished putting together the travel package for the conference and costs will be presented to advisors at the Board of Advisors meeting. As expected costs are considerably higher than Anaheim because we are able to bus to Anaheim, but they are lower than Atlanta and Orlando which were two of our more recent/expensive trips.

### **FINANCIAL REPORT**

The board reviewed the current financial reports providing a snapshot of current balances. The management team addressed questions about the financial reports and provided explanation.

### **POLICY CREATION**

The board discussed the need for the creation of policies to comply with new IRS 990 Requirements and general policies that are important for the association to have in place. The list of needed policies was presented and it was decided that the Management Team would present sample language for the policies to the Board for further discussion and consideration. The needed policies are: Cash Flow Management Policy, Conflict of Interest, Document Retention, Sexual Harassment, Whistleblower, Non Discrimination, and Site Safety Policy.

### **BOARD OF DIRECTORS STRATEGY DISCUSSION**

The board discussed the need to identify key strategy items. Because this is such an important agenda item it was decided to table this conversation until a future meeting when more board members could be present and to ensure that David Gass is present as he has been heading up this effort.

### **ADJOURNMENT**

The meeting was adjourned at approx 2:00 pm

Respectfully Submitted,

NEVADA DECA, Inc.

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Brycen Woodley, State Advisor (Acting Secretary)

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1/14/10

Date