



Nevada DECA, Inc. Board of Advisors Meeting

DATES: March 8, 2007
3:32 – 4:36 p.m.

PLACE: Nevada DECA 2007
State Career Development Conf.

The Nevada DECA Board of Advisors is composed of one advisor per active Nevada DECA chapter in good standing. The Board of Advisors serves as a perpetual committee of the Board of Trustees, elects one of its own advisors to a one year seat on the Trustees, and advises the Nevada Department of Education, Nevada DECA Board of Trustees, and Nevada DECA Staff on program enhancements and implementation that advance services and opportunities for chapters and members.

Board of Trustees Advisors in Attendance

Over 20 Nevada DECA Advisor representatives attended the Annual Board of Advisors meeting constituting a majority of advisors needed for the purposes of electing an advisor to the Board of Trustees as the Advisor Representative.

Board of Trustees in Attendance

- Melissa Scott, Nevada DECA State Chair
- Ryan Underwood, Executive Director
- Tina Fulks, Sierra Vista DECA Advisor Representative
- Perry Annett, Eldorado DECA Advisor Representative
- Victor Paglio, Jr., Nevada State Bank, Industry Representative

CALL TO ORDER

The Nevada DECA, Inc. Board of Advisors meeting was called to order by Nevada DECA State Chair Melissa Scott at 3:32 p.m.

APPROVAL OF MINUTES

No minutes from the previous annual meeting were presented.

BOARD OF ADVISOR REPRESENTATIVE ELECTION

It was reported that the following Nevada DECA local chapter advisors had been nominated to serve as the Board of Advisors Representative for the 2007-08 year:

- Tina Fulks, Sierra Vista
- Perry Annett, Eldorado
- Don Shumaker, Spring Valley
- Tristan Hays, Liberty



Discussion

Linda Morse from Elko High School DECA was asked to join as an advisor observer during the secret balloting process to certify the vote count.

The nominated advisors were presented with the opportunity to share brief remarks about their nomination and their qualifications for service on the Board of Trustees.

During the election process, Eric Antila of Foothill DECA asked for a point of inquiry to propose the concept of adding additional advisor representative seats to the Board of Trustees. It was pointed out that adding additional seats to the Board of Trustees would require an amendment to the Corporate Bylaws. Michelle Dodds of Bonanza High School suggested that since there was a majority of advisors present that the vote to elect a Board of Advisor Representative be tabled so that an amendment to the Bylaws could be considered. It was pointed out that the Bylaws could only be amended by the Board of Trustees at their meeting. The Board of Advisors as a perpetual committee of the Trustees can recommend Bylaw changes, but, does not have the authority to enact amendments directly.

It was further pointed out that it was not appropriate to be discussing any other business of the organization in the middle of an active and properly scheduled election process. It was also pointed out that it was unfair to advisors outside of the Clark County School District to postpone the election process to another meeting in which it was likely due to cost they would not be able to participate in person.

The nominated advisors proceeded with their remarks.

Decision

It was moved by Michelle Dodds and seconded not to elect a 2007-08 Advisor Representative to the Board of Trustees in order to give the Board of Trustees the opportunity to amend the corporate bylaws and vote at a later date. The motion passed with two advisors voting no.

Direction

The advisors voted not to vote on electing a Board of Advisors Representative. For the 2007-08 year no advisor is currently identified to serve in this capacity.

The State Management Team will report to the Board of Trustees the election status and the recommendation by the Board to amend the bylaws to create additional advisor seats.



BOARD OF ADVISOR SEATS ON THE BOARD OF TRUSTEES

Discussion

Advisors engaged in a spirited conversation about the importance of having the advisor voice heard on the Trustees and their desire to see additional seats allocated. One advisor suggested that two seats should be identified. Another advisor suggested that four seats be identified. Another advisor suggested that three advisor seats be created representing each of the geographic locations of the growing Nevada DECA.

Decision

Advisors agreed to table their current vote on the election of Board of Advisor Representatives to the Trustees for a 2007-08 seat and await the decision by the Board of Trustees on the amendment to the Bylaws creating additional advisor seats.

Direction

The State Management Team will ask the Board of Trustees to schedule their May Meeting to coincide with the May Advisor meeting. The aim is for the Board to take action on the recommendation to amend the Bylaws. Following that outcome, advisors would then reconsider nominated advisors to serve as the Advisor Representative.

STATE OFFICER TEAM REPORT

State President Kade De Simone highlighted the activities and success of the 2006-07 State Officer Team. Highlights included increases in chapter visits, communication, newsletters, and training provided to members. The team reported a 23% increase in membership and the activation of 4 new DECA chapters. A comprehensive report and state officer recommendations for the Board of Trustees and Board of Advisors is available on the Nevada DECA website for review. The advisors applauded the work of the State Officer Team and congratulated them on a successful year.

REVIEW OF FY 2006-07 BUDGET & FINANCES

State Chair Melissa Scott presented the 2006-07 budget for review and comment by advisors. It was noted that the budget had been divided into two formats to show the overall budget, the contribution of support by the Nevada Department of Education, funding provided by donors and Nevada DECA chapters and how those expenses are allocated from each of the funding sources. It was pointed out that membership dues currently comprise only 5% of the state operating funds. It was pointed out that the vast majority of Nevada DECA transactions are "pass through" in nature. This means that funds are received for events like WRLC or ICDC and then expensed to provide services for those events (hotel, conference registration, transportation, etc.).



It was also reported that the funds that had traditionally been spent toward \$100 travel awards for competitors qualifying for nationals had been invested in a certificate of deposit. The concept was to continue building this fund to over \$100,000 in order to provide scholarships based on the interest earned from the investment. It was reported that the \$10,000 from past surpluses has been earning a respectable interest income totaling over \$400 in less than one year. The aim of building the reserve is to not only provide for "rainy day and emergency" but also to build a significant fund that would generate interest to fund ICDC scholarships.

Executive Director Ryan Underwood requested advisors review the budget, provide recommendations for allocations for 2007-08, and asked advisors to suggest any ways they can see that through their networks or resources that state revenues or expenses could be optimized.

It was pointed out that Nevada DECA runs operates on a \$235,000 per year budget and plans each year on a slight margin. It was also pointed out that 92% of funds go directly to services and opportunities provided by the Association and that this percentage is 17% higher than the American Society of Association Executives standard for a well run nonprofit organization. The remaining 8% of services for administrative purposes are paid by the Nevada Department of Education through reimbursement.

Late Fee Policy

It was announced that the Board of Trustees passed a new policy in regard to late fees for chapters submitting registration materials for events after the published deadline. The new policy enacts a 10% charge to the total balance due from a chapter for late registration, changes, substitutions, or cancellation. It was clarified that this policy only applies to receipt of registration and not the fees associated with registration.

Refund Policy

It was announced that the Board of Trustees passed a new policy in regard to refund requests for events. The new policy provides for chapters to be able to receive in refund any amount that the state can recover on their behalf.

Voting Policy

It was reported that the advisor representatives on the Trustees proposed a requirement that advisors must be present at Board of Advisor meetings to cast their votes for issues and elections requiring vote. No proxy voting will be allowed for Board meetings.



Audit

State Chair Melissa Scott announced that Nevada DECA, Nevada FBLA, and Nevada FCCLA were currently under going a regularly scheduled internal audit by the Nevada Department of Education. These audits are scheduled every two years of the student organizations. Currently the years of 2004-05 and 2005-06 are being audited. Melissa reported that at the present time all indications were for a favorable review and finding by the auditors and that the auditors early findings were favorable compared to the twelve significant exceptions found in the last audit.

Sponsorship Announcements

Executive Director Ryan Underwood reported that the Management Team had been working diligently this year to continue progress in the three goal areas identified by the Trustees and Advisors which include

- 1) improvement in competitive event performance,
- 2) improvement in funding support,
- 3) improvement in conference offerings.

Ryan announced the strategy the state had been using is to strengthen the state and local partnerships by extending the national relationships National DECA has done such a great job of securing. Chapters inquired about how they too can tap into the funding of national partners beyond in-kind donations and speakers. Ryan clarified that the best strategy was to let the state continue developing these partnerships so that one "ask" and contact with businesses could be made rather than having multiple requests be made by the state and local chapters which is confusing to partners. The state pledged to continue developing these partnerships with the idea in mind of connecting local chapters with these businesses as well.

Current success with securing sponsorships and partnerships include:

- Business Credit Services returning as a state financial partner for their second year and greatly appreciate the donation of scholarship and travel funds to support local chapters. BCS has committed \$5,000 for a student scholarship and \$8,000 to fund 20 \$400 travel awards to ICDC. The Management Team and State Officers assisted National DECA in honoring David Gass in their National Entrepreneur Hall of Fame recognition.
- Safeway has been a tremendous partner of National DECA and is donating \$1,700 to be awarded to the winners of the Nevada DECA Food Marketing Event at SCDC.
- Wells Fargo has joined as a new partner starting off their support of DECA with a \$100 exhibit booth for SCDC.



- Otis Spunkmeyer continues to be a tremendous long time partner of DECA and purchased three exhibit booths for SCDC totaling \$300.
- TJ Maxx has joined as a new partner starting off their support of DECA with a \$100 contribution for an exhibit booth at SCDC.
- Nevada DECA waived the exhibit booth fee for Target as they provided more than 20 judges to evaluate student competition at SCDC.
- Color Creek donated \$50 for the opportunity to distribute brochures.
- Long time DECA partner Finish Line is looking to expand their partnership with DECA in Nevada and is considering a sponsorship, but, had not committed to an amount as of the advisor meeting.
- The National Association of Mortgage Brokers (NAMB) has renewed their scholarship campaign with DECA. As part of the campaign, the Nevada DECA will receive one scholarship for Nevada DECA members totaling \$500. Applications are being distributed at SCDC. In addition, all of Nevada's applicants will be eligible for one of three \$5,000 scholarships awarded at the ICDC.
- Nevada DECA is pleased to continue the longstanding relationship with Johnson and Wales University who is donating \$100 for an exhibit booth at SCDC and again funding partial scholarships to their university to SCDC winners.
- TRI Leadership Resources made a \$100 contribution to Nevada DECA in addition to providing web services, Fall Leadership Conference Planning, Competition Training, WRLC and ICDC pro bono.
- Nevada DECA was one of the few states in the nation to actively engage the new DECA partnership with Entrepreneurship Week. Nevada DECA is recognized as an official state partner and participated in meetings and conference calls to help plan events like the Entrepreneurship Expo. The goal of this outreach is to increase DECA's visibility in the entrepreneurship community and build relationships for future support.

Advisors suggested nurturing past relationships with the North Las Vegas Chamber of Commerce to help support competitive events and also suggested looking to the Nevada Chapters of national associations that are within the mission of DECA. It was also suggested by Tristan Hays from Liberty High School to consider Nevada DECA membership in area Chambers of Commerce.



CHAPTER DEVELOPMENT

Online Surveys

Melissa Scott announced that the state would be pursuing online surveys for advisors to get their feedback on a wide range of questions and potential service enhancements for Nevada DECA in the coming years. Advisors asked if these online services would cost anything. Ryan announced that his company would lend the online survey tools complimentary for this process. Advisors also requested that in addition to the ability to register their response that they also have the opportunity to provide feedback as well in written form.

Chapter and Member Participation

Ryan Underwood noted that membership and conference attendance had continued to increase each year and that this year we had seen a significant increase in scholarship applications. He encouraged advisors to promote and recommend the other opportunities for participation and recognition that DECA offers as well. These opportunities are often low cost or free and provide substantial development opportunities outside of competitive events. Ryan also noted that the Board of Trustees is considering financial incentive options tied to chapters and member involvement for the coming year and to exploring new requirements for active chapter status.

The meeting adjourned at 4:36 p.m.