

USA Dance Governing Council Meeting
April 30, 2014
Conference Call

Voting Members Present:

Yang Chen, President;
Shawn Fisher, Senior Vice-President;
Michael Brocks, Treasurer;
Jean Krupa, Social Dance V-P;
Ken Richards, DanceSport V-P;
Inna Brayer, DanceSport Delegate;
Roger Greenawalt, DanceSport Delegate;
Scott Coates, DanceSport Delegate;
Efrosyni Iosiphidis, Director of Administrative Support;
Ann Durocher, Director of Development;
Linda Succi, Director of K-12 Student Programs;
Marta Pascale, Director of Chapter Liaison;
Gerald Bonmer, Director of Membership; and,
Greg Warner, Secretary.

Absent:

Taras Savitskyy, DanceSport Delegate;
Hannah Cole, Director of College Network

Non-Voting Members Present: Angela Prince, Director of Public Relations

Non-Voting Attendees:

Lydia Scardina, Esther Freeman and Peter Pover, Past National Presidents.

Guests: Jim DiCecca.

Quorum Present

Meeting Called to Order 8:10 PM Central Time

Welcome and Status Update - Yang

- Yang welcomed new Governing Council members to their first GC meeting.
- He provided an update of activities and ongoing projects by the following officers:
 - Greg
 - State registrations
 - Business
 - Sales Tax Exemptions
 - Soliciting Charitable Donations
 - ASCAP/BMI
 - Chapter banking accounts
 - Advisory Committee/Grievances
 - Membership Task Force
 - Agendas and Minutes
 - Supervising Mary
 - RFP for Association Management Company
 - New director announcements
 - Officer and Director expectations

- Michael
 - Chapter bank accounts
 - National bank accounts
 - Tax issues at the chapter level
 - Developing on-line system for payments at the chapter level
 - Working to get all chapters to use Quickbooks to make financial reporting more uniform and consistent
 - Working on completing IRS 990 Forms
 - Creating contacts for possible sponsorship
 - Developing and enhancing accounting procedures and policies
 - Processing invoices
 - Recruiting other financial professionals to assist
 - Leading ad hoc budget committee
 - Initiating RFP for auditing services
 - Creating RFP for accounting services
- Shawn
 - Your Membership data base
 - Working with Ben Moseley
 - Enhancing chapter reports
 - automatic renewal process
 - investigating membership card with bar code
 - Creating district reports
 - Training others on use of YM
 - Assisting with National Collegiate Championships
 - Improving mailing list for American Dancer to reduce costs
 - Mailing and printing savings estimated at \$9,000-16,000 per year
 - Participates on ad hoc Budget Committee
 - Investigating Officer for the Blank Facebook restrictions
 - Ambassador for USA Dance, attending NQE's
- Yang
 - Organize and lead EC and GC meetings
 - Assisted Louisville Chapter with recovering legal retainer
 - Contract review
 - O2CM
 - Rider for AF Prince American Dancer contract
 - Hotel contracts for USA Dance events
 - DanceSport Council
 - Collegiate Championships
 - Dance Sport International London - DSI
 - Insurance policies
 - Identified a card payment consultant to assist with on-line payment process
 - Developing relationship with Dancing Classrooms
 - Discussing sports marketing for dance with former colleague
 - Coordinating strategic planning process
 - Attending
 - WDSF meeting in June
 - USOC meeting in September
 - Initiating bylaw review

- Ambassador for USA Dance at NQE's, Districts and chapters as time and budget permit
 - If members are interested in assisting with any of the projects/activities, please let Yang know.
- Governing Council Communications - Email
 - Yang noted several emails within the previous week that do not reflect well on individuals, the EC, GC or USA Dance. He encouraged members to use email appropriately and,
 - not for personal attacks
 - strive to keep succinct and to the point
 - constructive
 - consider who is needed to copy
 - lack of response does not equate to lack of interest
 - lack of response does not equate to agreement
 - He also noted that EC and GC discussion, in person or via email, are confidential until a decision is agreed upon and minutes are approved.
- Budget Issues
 - Yang noted several budget issues resulting in starting the year off behind budget
 - National Chapter Conference was \$46,000 over budget
 - National Championships is showing a \$20,000 loss and may go higher
 - American Dancer has a new look and is doing very well but it costs \$100,000 per year and it needs to pay for itself through advertising
 - He challenged members to consider approaches to bringing in more money.
 - One idea mentioned by Ken at a previous meeting was for chapters to hold fundraisers to support our athletes.
 - He suggested the Membership Task Force consider a 50 by 50 program to incent chapters to recruit 50 new members before the 50th anniversary of USA Dance in 2015.
 - Other ideas should be shared with Ann
 - Efrosyni raised a question regarding the budgeting and reporting process
 - Yang shared the process initiated in February and subsequent activities.
 - The ad hoc budget committee is to have a budget created by May 13

Bob Blank Appeal

- On December 10, 2013, on behalf of the Governing Council, Ken Richards notified Bob Blank of restriction placed on his activities on any/all USA Dance National, Competition and Chapter Facebook pages
- He appealed this restriction in a letter to the Governing Council dated, March 21, 2014.
- Following a lengthy discussion, the GC voted against reconsidering his request.

USA Dance 50 Year Anniversary - 2015

- Yang mentioned the importance of creating several approaches to celebrating USA Dance's 50 year anniversary in 2015.
- Ideas briefly discussed include
 - Anniversary cruise
 - Gala fundraiser and celebration

- Top Hat and Tiara's Theme for each Chapter to use in celebration
- A Planning Committee was initiated with Angela and Jean taking the lead. They will reach out to past presidents and others.
- Send ideas and suggestions to Yang, Jean and Angela

Junior Athletes DanceSport Association (JADA)

- JADA has requested that USA Dance serve as their agent until such time JADA secures its 501(c)(3) status. This process can require up to 18 months.
- Ken noted that Todd Kirrane, VP of JADA, serves as the Chair, The Junior Athlete Parents Committee, on the DanceSport Council.
- It was noted that a new USA Dance membership category was created allowing parents of these junior athletes to join USA Dance. Membership in this category has not met expectations.
- It was decided to continue this discussion within the EC and bring recommendations back to the GC.

Questions Submitted to GC at the Beginning of Meeting on April 12, 2014

- Question #1 - Who is currently doing the accounting work of USA Dance and what are they being paid?
 - Gloria Filipi is currently doing much of the accounting work.
 - She is an independent contractor and is paid \$25-30 per hour.
 - It was explained that this course of action was needed earlier in the year to address the extremely heavy workload
 - An RFP for accounting services has been prepared and will be sent with the EC reviewing and approving any service.
- Questions #2 - Have the invoices for WDSF Licensed Adjudicators gone out?
 - Yes
- Question #3 - What actions have been taken to officially remove the unauthorized fraud filing against Esther Freeman?
 - There never was a fraud action taken.
 - Michael contacted the Pennsylvania's Attorney General's Office to seek guidance in securing financial documents from Esther.
 - At this time, these documents are still in Esther's possession.
 - Michael stated that when filing the IRS 990's and the new IRS regulation, he must attest to having the financial documents in his possession.
 - A general discussion on the storage of records of USA Dance led to the following motion:
 - **MOTION:** Greg/2nd Roger - The National Secretary will be the custodian of USA Dance records and Esther Freeman must deliver all USA Dance records in her possession to the National Secretary.

Motion Passed
Abstaining - Ken, Jean and Efrosyni
- National Youth Team Showdance Championship and the National Youth Cabaret Championship
 - Also inaccurately referred to Gem State Classic
 - Roger is finalizing the report
 - The DanceSport Council will hold a telephone conference call the week of May 5, 2014, to review the report and submit recommendations to the GC.

MOTION: Michael/2nd Greg To Adjourn
Motion Passed Unanimously
Meeting adjourned 10:43 PM Central Time.

Respectfully Submitted,

Greg Warner

Secretary