

**USA Dance Governing Council Meeting
Minutes
November 16, 2014
Conference Call 6:30 PM Central**

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; (Joined at 8:05 PM Central)
Roger Greenawalt, DanceSport Delegate;
Scott Coates, DanceSport Delegate;
Hannah Cole, Director of College Network;
Jim DiCecca, Director of Membership;
Angela Prince, Director of Public Relations
Marta Pascale, Director of Chapter Liaison;
Greg Warner, Secretary.

Voting Members Absent:

Inna Brayer, DanceSport Delegate;
Taras Savitsky, DanceSport Delegate;
Linda Succi, Director of K-12 Programs;
Ann Durocher, Director of Development;

Non-Voting Attendees Present:

Lydia Scardina, Past National President, (Joined at 8:03 PM Central)

Quorum Present

Meeting Called to Order at 6:35PM Central

Minutes

- The minutes of the September 27-28, 2014 Governing Council Meeting were approved with minor edits.

MOTION to Approve: Jim

Second: Rog

PASSED Unanimously

Closed Session

- The Governing Council went into closed session to discuss a confidential issue.

The Governing Council reconvened.

DanceSport Rule Change

- The DanceSport Council recommended a rule change to the DanceSport Rule book:

Current Adjudicator Rule reads:

2.2.11.1 Credentials are obtained through certification from a USA Dance recognized teaching organization or the WDSF, of which they maintain their membership in good standing

- The DanceSport Council recommends the following changes:

Change rule 2.2.11.1 to read as follows:

Credentials are obtained through certification from a USA Dance recognized teaching organization, **USA Dance, the WDSF, or a recognized Member Body of the WDSF.**

MOTION: To approve the recommend change to the DanceSport Rule Book as proposed

by the DanceSport Council.

Moved: Scott

Second: Greg

PASSED Unanimously

Financial Report

- Michael reviewed the USA Dance, Inc., September Year-to-Date financials including the profit and loss statement and balance sheet.
- The net loss year-to-date is \$185,279.
- Revenues are down from previous years due to declining memberships.
- This is a significant issue for USA Dance.
- Michael noted that cash reserves have declined \$100,000 through the first nine months of 2014.
- He went on to state that as discussions are progressing with prospective auditors, the requirement to register in all states is necessary and this will add additional expense.
- He also shared the need to establish proper policies and procedures for chapters as they will need to be audited as well.
- He will send information on the 990s for GC members' information.
- Going forward, quarterly financial statements will be provided. The March statement will depend on the timely closing of books for the National Championships.

2015 Budget

- Yang facilitated the 2015 budget discussion.
- His goal is to have the GC approve the 2015 budget prior to year end and to have a balanced budget we can live with.
- The budget working document will be shared and any adjustments must be communicated to Yang prior to November 30, 2014.
- The budget includes dollars for ASCAP.
- Yang reviewed the survey regarding venues and ASCAP licenses. This information will be used for further negotiations with ASCAP.

Loyalty Points Policy

- Greg reviewed a draft policy addressing loyalty points.
- This policy requires loyalty points awarded for expenses charged to a USA Dance master account be contributed to USA Dance to offset official USA Dance expenses.
- This policy does not apply to points earned individually for expenses reimbursed by USA Dance.
- Greg was asked to provide clarification to the draft and re-submit to the GC for further consideration.

National Championship Reimbursement Policy

- Greg reviewed a draft policy for reimbursing expenses associated with the National Championships.
- This draft policy clarifies situation where expenses are charged to the National Championships and reimbursed.
- The goal is to better understand expenses and revenues directly related to these Championships.
- This policy is a work in progress.
- Any comments or suggestions should be sent to Greg or Ken.

Association Management Company RFP and Review.

- Greg shared background regarding Association Management Company RFPs.
- Three RFPs were sent and two responses have been received.
- He is reviewing these responses and will draft a summary and recommendation.
- Michael noted that auditors are concerned with USA Dance's lack of infrastructure and contracting with an AMC would address this concern.
- Yang noted that this is a first step in creating the environment where USA Dance could hire an executive director.

Special Service Awards

- The GC discussed recognizing Gerald Bonmer and Ray Kaufman for their many years of service to USA Dance.
- It was decided to recognize these individuals Saturday evening at the National Championships.

MOTION: To invite Gerald Bonmer and his wife, and, Ray Kaufman and his significant other to the National Championships in March 2015, to be recognized for their many years of service to USA Dance. The expenses for travel for each and their spouse or significant other, as well as 2 night's lodging and food will be covered by USA Dance.

Moved: Jim

Second: Scott

APPROVED: Unanimously

MOTION to Adjourn

Moved: Scott

Second: Michael

Meeting adjourned at 8:28 PM Central

Respectfully Submitted,

Gregory Warner

Secretary