



National Governing Body of DanceSport, Member Organization of the US Olympic Committee,
and the World DanceSport Federation

Executive Committee Meeting – Minutes

EMBASSY SUITES ORLANDO AIRPORT - 5835 T. G. Lee Boulevard, Orlando / ph: 407-888-9339

Friday, December 9th & Saturday, December 10th, 2016

Voting Member	Title	In Attendance
Ken Richards	President	Yes
Daphna Locker	Secretary	Yes
Ann Durocher	Senior VP	Yes
Scott Coates	Treasurer	Yes
Stan Andrews	DanceSport-VP	Yes
Jean Krupa	Social VP	Yes – 5:15
Rog Greenawalt	DanceSport Delegate	Yes
Inna Brayer	DanceSport Delegate	Arrived Sat AM

Friday 4:00pm-8:00pm and Saturday 10am-1pm

Welcome, Roll Call, Establish Quorum

Ken/Daphna

Have a quorum of 6 people in attendance at 4:05PM; missing Inna & Jean at the start of the meeting, Jean arrived at 5:15PM on Friday. For a motion to pass, we need 4 EC members to vote to carry the motion.

Items in Red = Motions; Yellow highlighted = actions needed to be followed up on; blue = actions to be taken by the incoming board.

Budget-2017 –

Scott/Ken

For more details about the budget, please see the Xcel budget sheet, in the meeting folder in the google drive.

- i. *\$466,000.00 in membership dollars – this was actual money that deposited into our bank account between Dec 2015 – Nov 2016. Membership dollars are the main revenue for USA Dance.*
- ii. *Expenses for 2016 include – Connie, Ben, YN for a total expense of \$23,510.00*
- iii. *AD income in 2016 was \$12,300, total cost for printing and mailing the AD was \$87,650 and we lost \$75,350.00.*
- iv. *Chapter Support – Constant Contact mailing list, payroll labor (Mary Schaufert in Central Office in FL) – \$6,000.00 for doing the chapter audits and 1099 for chapters, total cost for Chapter Support \$62,715*

- v. Collegiate Programs – The budget for Collegiate Programs is currently at ‘0’ but we may want to revisit it in 2017, the only program that had received money in prior years was the National Collegiate DanceSport Championships in Ohio and that program no longer exists in USA Dance.
- vi. Nationals – \$211,750 income, cost \$192,375 profit \$19,375 (2016) in the 2017 profit should be \$28,000 with increased participation.
- vii. WDSF Activity – \$6,000 Licenses & Sanctioning fees – we collect this money and act as a pass-through, as this goes back to the WDSF, we have budgeted for 2 people to attend the WDSF AGM meetings in 2107 for a total of \$4,200. However, the meeting in 2017 is in Singapore and we may need to increase budget to \$6000.00 (\$3000/person).
- viii. Academy Education – Training \$5,000, paying trainers \$1,200
- ix. President Expense – President’s travel budget \$7,000 – this is money allocated for officers of USA Dance to travel to do USA Dance events to support USA Dance as an organization, not for teaching workshops, lessons, etc. Either the President or their designee may use these funds to attend USA Dance events around the country.
- x. Secretary Budget – need to budget for two GC meetings \$24,000
- xi. Central Office – Expenses – We held a detailed discussion regarding the value of Mary to USA Dance and how difficult it would be to replace her, due to her ability to work through Chapter challenges as well as support National officers. The EC supports a \$1.95 hourly raise and will reflect that raise in the 2017 budget.
- xii. Treasurer –
Motion from Scott for Executive Assistant – The EC is the hiring body and the EA takes direction from the EC. Stan 2nd the motion. Motion carried unanimously. [This position will be added to the job descriptions.]
- xiii. Sr. VP – \$35,000 for insurance put into Sr. VP budget line
- xiv. Development – currently at ‘0’ need to budget fundraising and making the organization grow
- xv. Publicity Total – includes \$10,000 for the WDSF TV project PBS – well received and used as a membership marketing message and people want it in all markets,
- xvi. DanceSport – Anti doping will be coming back, no face-to-face meeting all meetings done via phone, Travel expenses for athletes to World events \$83,000 includes 5K for the World Games. Should the US not be invited to participate in the 2017 World Games by the WDSF, and then the \$5,000 allocated to the DSC for athlete travel to the world games goes back into the general USA Dance fund to be allocated to other budget lines or programs or saved for a ‘rainy day’.
- xvii. Social – Includes \$1000.00 income for selling of USA Dance merchandize, and some money for a Social Dance Council membership conference
- xviii. Admin Support – Music licenses and logo trademarks

Motion to pass Budget presented by Ken, 2nd by Scott; motion was carried unanimously by the EC.

EC meeting adjourned at 7:30 PM and restarted at 10:00 AM, roll call was taken and a quorum established with invited guests of Angela Prince & Efrosyni Iosiphidis.

Bylaw Clean-up Motion to GC Ken

See the attached versions of the bylaws to view the changes made to the 2016 bylaws.

Early in the 2017 term, there are a couple of items that need to be addressed, including the date a member can join and still participate in an election. If a person had been a member in good standing in the past and they didn't join for some reason or other, how long prior to the election can they join and still vote. Currently they need to be members in good standing by **June 1**, which is 6 months prior to the election and seems to be too long a time period.

DanceSport Update: Stan/Ann

Current statuses of preparation for Nationals – 23 adjudicators have been invited, 18 individuals responded that that would be there, and of those 18, we have received 12 contracts. We are still waiting to received contracts &/or hear back from 11 individuals. We are planning on holding a WDSF syllabus training prior to the competition and are waiting to get the link set up for workshops.

Stan will have 2 motions – proficiency & WDSF/NQE participation to present to the GC

USA Dance has sent couples to all World Championship except the 1 that was held in Turkey, decided not to send due to the unrest in the region.

1 couple placed in the top 6 of the U-21 10 dance – Sam Hacke and Katka Hermanova

Social Update: Jean/Open Forum

Chapter Conference & Cruises did not occur due to budgetary concerns.

Membership Status – Increase Social membership by showing the value of becoming a member, emphasize to chapters that they get the right to play music because the National organization pays the fees to BMI, ASCAP & CESAC and also pays for the insurance for social dances and competitions run by a Chapter

District 9 had a district meeting with 50% of the chapters attending

District 10 also had a district meeting. District 9 & 10, had meetings at the last minute due to some additional money that remained in the social budget.

*Not having a Chapter Liaison has caused Mary to have to pick up the slack, several District leaders have resigned and **Jim will need to choose the new district leaders and then the GC will ratify them.***

Jean still has a lot of the USA Dance merchandize and she'll continue to handle the mailing of orders. Will need to order new jackets.

Quorum Question of Policy – *According to the bylaws, the president &/or the designated attendee, is a voting member as a tie-breaker, of all committees and councils of USA Dance except the Nominations & Elections Committee. Ex-officio individuals may be any EC member selected by the President and may include the Dir. of Publicity & the Dir. of Education.*

Motion: Presented by Ken – An Ex-Officio member of a council or committee is not counted when figuring the quorum, even when they are present at the meeting. 2nd Scott, carried unanimously

Motion: Presented by Ken – The Ex-Officio members of councils or committee may only vote to break a tie. – 2nd Jean, carried unanimously

Transition of Duties/Reports **Open Forum**
Will be meeting with the new people during the meeting this weekend.

Election Reform Recap **Open Forum**
Will wait for the Nomination and Election Committee report

Ben Moseley – Contract **Scott/Ken/Ben**
Contract in the Google Drive

End of EC Meeting