



MINUTES

Board Meeting

June 21, 2025

11:00am - 1:00pm Eastern time, via Zoom

Attendees: José Diaz, President; Trineice Robinson-Martin, Vice President; David Kauffman, President Elect; Laura Gentry, Treasurer; Dr. Lou Fischer, ex-officio; Kelly Carson, Member Services & Programs; Jesse Nolan, Programming & Marketing Director, Bethany Robinson, Secretary; Doug DuBoff, finance committee member; Todd Stoll, finance committee member, Laura Gentry, Brian Tuczynski, Sara Gazarek, Tia Fuller, Ayn Inserto, Dan Flores, legal counsel; MaryJo Papich, Lonnie Davis, Ashley Shabankareh, Roosevelt Griffin,

Absent: None

AGENDA

BEGIN TIME

PRESIDENT'S WELCOME

**JOSÉ DIAZ
PRESIDENT**

DISCUSSION	The meeting was called to order at 11:00 AM (ET). A quorum was confirmed.		
	Welcome by José Diaz		
ACTION ITEMS	PERSON RESPONSIBLE	DEADLINE	

BEGIN TIME

APPROVAL OF PREVIOUS BOARD MINUTES

**BETHANY ROBINSON
SECRETARY**

DISCUSSION	Motioned by Sara Gazarek		
	Seconded by Doug DuBoff		
	The motion passed		
ACTION ITEMS		PERSON RESPONSIBLE	DEADLINE

BEGIN TIME

BOARD ELECTION RESULTS

**JOSÉ DIAZ
PRESIDENT**

DISCUSSION	José announced the results of the recent elections. In accordance with JEN bylaws and democratic rules of order, directors will officially be seated at the beginning of the next board term on July 1, 2025.		
	● Re-elected to third terms: Trinise Robson-Martin and Laura Gentry ● Newly elected: Alison Miller, who will be formally introduced at the August meeting		
ACTION ITEMS	PERSON RESPONSIBLE	DEADLINE	

BEGIN TIME

AUGUST BOARD MEETING DATE

JOSÉ DIAZ
PRESIDENT

DISCUSSION	• Next Board Meeting: August 2025. • Initial proposed date: August 9, 2025. • Multiple conflicts were identified; a Doodle poll will be distributed with alternate dates (August 2, 16, or 23). Board members are expected to respond to ensure full participation.		
	ACTION ITEMS	PERSON RESPONSIBLE	DEADLINE

9:10AM

JEF BENEFIT CONCERT UPDATE

DAVID KAUFFMAN
PRESIDENT ELECT

DISCUSSION	- David provided an update on the proposed Benefit Concert. Although an artist had been identified, scheduling conflicts with the JEN Conference prevented moving forward. By the time this was discovered, it was too late to pursue an alternative. - The decision was made to postpone the Benefit Concert and instead adopt a two-year planning cycle. This will allow JEN to secure a high-profile artist, clarify the purpose of the concert for members, and ensure the event's long-term success. The next concert is expected during a future New Orleans conference cycle, ideally in 2028. - A longer two-year planning cycle will be adopted to allow securing a high-profile artist and to clarify the purpose/value of the concert for members.			
	ACTION ITEMS		PERSON RESPONSIBLE	DEADLINE

BEGIN TIME **Board member current membership & Bylaws Compliance** **JOSÉ DIAZ PRESIDENT**

DISCUSSION	José noted ongoing confusion regarding board and officer term lengths , as officers currently serve two years while directors serve three. The board agreed to revisit this issue in a future meeting to align and clarify terms.		
	The Chair also emphasized that all board members must hold current, paid memberships in compliance with JEN bylaws. Kelly Carson will review the membership status of each director and provide reminders as needed.		
	Compliance is required under JEN bylaws.		
ACTION ITEMS	PERSON RESPONSIBLE	DEADLINE	

BEGIN TIME **LEGAL COUNSEL UPDATE** **DAVID KAUFFMAN PRES ELECT**

DISCUSSION	President-Elect David Kaufman provided an update regarding JEN's legal counsel. Longtime counsel Dan Flores is seeking an eventual transition. Brian Tazzynski, a former Navy Band trumpeter and attorney with the Illinois State Board of Education, has been invited to begin working alongside Dan during this process. - Brian will begin assisting with bylaw updates and contract reviews.		
ACTION ITEMS	PERSON RESPONSIBLE	DEADLINE	

BEGIN TIME **BREAKOUT SESSION UPDATE** **JOSÉ DIAZ PRESIDENT**

DISCUSSION	The Chair stressed the importance of active participation in committees and praised the Personnel Committee , led by David Kaufman with members Doug, Ashley, and Randal , for their strong work in strengthening staff operations.		
	The Education Committee is expected to take on expanded responsibilities in the coming months, with updates to be provided at the August meeting.		
ACTION ITEMS	PERSON RESPONSIBLE	DEADLINE	

BEGIN TIME

CHIEF OF STAFF REPORT

DR. LOU FISCHER
CHIEF OF STAFF

DISCUSSION	a. Non-Member Registration Dr. Fischer presented a staff proposal to eliminate early bird and advance online discounts for non-members, explaining that the existing structure reduced the incentive to join JEN. • A motion to adopt the flat non-member registration fee of \$325 was made by Lonnie, seconded by Todd Stoll, and carried unanimously. • The change takes effect immediately. b. JENerations Jazz Festival (JJF) Of 72 slots, 63 have been filled, with continued outreach to secure participation from a Title I school. Application fees have generated \$13,224 in revenue. c. Scheduling Evening concerts, clinics, and ensembles are on schedule. Notifications of acceptance and decline will be sent July 15, with confirmations due by the end of July. d. Honors Ensembles A three-year rotation is being developed: Community College All-Star Jazz Ensemble, National Honors Jazz Band of America, and an All-Star Vocal Jazz Ensemble. e. Texas Music Festival Partnership Dr. Fischer highlighted the new three-year agreement with Texas Music Festival (TMF). Under the partnership: • JEN will receive 20% of new merchandise sales and 80% of sales from existing JEN stock. • JEN will also receive 1% of travel revenue from bookings. • TMF will provide plaques, certificates, banners, and staff apparel at no cost. This partnership is expected to reduce staff workload and save JEN significant annual expenses. f. Future Conferences JEN has secured New Orleans as the conference host city through 2032, with exceptions in 2027 (Louisville) and 2029 (Dallas). g. New Orleans High School All-Star Ensemble The board discussed incorporating this group into the conference schedule as an official event, with the student concert held immediately after the board meeting.
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	● Non-Member Registration Policy: ○ Motion passed to eliminate early bird and advance discounts for non-members. ○ Effective immediately: Non-member registration is \$325 flat rate. ● JJF (JENerations Jazz Festival): ○ 63 of 72 slots filled (53 instrumental, 10 vocal). ○ Continuing outreach to a Title I school. ● Applications: \$13,224 net collected in fees. ● Evening Concerts & Clinics: Scheduling finalized and on track for July 15 notifications. ● Honors Ensembles: New three-year rotation proposed (Community College All-Star, Jazz Band of America, Vocal Jazz Ensemble). ● Sponsorships: Stronger than previous years; new three-year agreement secured with Texas Music Festival (TMF) for merchandise, travel services, and event materials. ○ Includes free banners, plaques, certificates, and on-demand merchandise sales. ● Future Conferences: JEN secured New Orleans as host site through 2032 (with exceptions: Louisville 2027, Dallas 2029). New Orleans High School All-Star Group: Proposed integration into the conference schedule as a board-attended performance following the board meeting.	
ACTION ITEMS	PERSON RESPONSIBLE	DEADLINE

BEGIN TIME

MEMBERSHIP REPORT

KELLY CARSON
OPERATIONS & MEMBERSHIP DIRECTOR

DISCUSSION	Delivering her first membership report as Director of Operations and Membership, Kelly Carson shared that: • Full Individual Memberships are up by 18. • Monthly Memberships are up by 8. • Corporate Memberships are down by 4. • Collegiate Chapters are down by 1, with a new campaign launching August 1. Overall, paid memberships are up by 240, though youth memberships declined by 247, resulting in a net decrease of just 7. Financially, membership sales for FY25 stand at \$251,584, the highest in JEN history. May 2025 set a monthly record with \$20,651 in sales.
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	Carson also provided program updates: • Scholarships: 85 applications received, with review led by Mary Jo and David Kaufman. • Young Composer Showcase: 76 applications (a record), coordinated by Ayn and Ryan Middagh. • Sisters in Jazz Collegiate Combo: Transition year with co-directors Ellen Rowe and Terri Lyne Carrington. • Awards: Nominations to open July 1.	
ACTION ITEMS	PERSON RESPONSIBLE	DEADLINE

BEGIN TIME

MARKETING & DEVELOPMENT REPORT

JESSE NOLAN
MARKETING & DEVELOPMENT DIRECTOR

DISCUSSION	Jesse Nolan reported that May's email campaigns generated \$15,339 in revenue, and social media advertising yielded approximately \$35,000 with a 5:1 return on investment. Marketing initiatives include: • The Amplify Your Brand corporate membership campaign. • Targeted outreach to collegiate educators. • WWNO radio ads in New Orleans (October–December). Sponsorship revenue is already ahead of FY26 projections, with multi-year agreements secured, including an extension with the Brubeck Living Legacy Foundation. Jesse encouraged board members to provide sponsorship leads. ○ Co-marketing partnerships with Jazzwire, ArrangeMe, and JazzComposersPresent.com. • Development: ○ Sponsorship revenue already ahead of FY26 budget (\$40,700 goal expected to be doubled). ○ Multi-year/perpetual scholarship agreements secured (including Brubeck Foundation extension). ○ Pending grant: AEG Community Foundation (\$25,000, decision expected July 2025).
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The board was encouraged to suggest corporate prospects and potential sponsors.

Webinar marketing is a great revenue generator. We get lots of email signups from those. Social media campaigns produce about 5x.



2024-2025 Social Media Campaign Marketing Metrics

5.08

\$35,900.00

Campaign	Amount Spent	Purchases	Cost Per Purchase	Purchase Conversion \$	ROAS
Master Purchase Campaigns	\$1,651.52	171	\$9.66	\$14,267.00	8.64
Master Retarget Campaigns	\$1,108.87	100	\$11.09	\$11,447.00	10.32
Master Development Campaigns	\$2,304.42	92	\$25.05	\$10,174.00	4.41
Master Geo Campaigns	\$354.27	1	\$354.27	\$12.00	0.03
TOTALS	\$5,419.08	364	\$14.97 avg. per purchase	\$35,900.00	5.08

Campaign	Amount Spent	Engagements	Cost Per Result	Reach	Impressions	Frequency	Purchases	\$	ROAS
Master Post Engagement Campaigns	\$2,734.15	645,781	\$0.004	642,478	1,241,986	1.9	24	\$5,525	2.02

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F'26 Marketing / Revenue Initiatives

Corporate / Institution Membership Marketing | Budget = \$0

Kelly is spearheading a corporate / institution membership marketing campaign including general email marketing, direct email marketing, & phone contact of past members and exhibitors.

Middle / High School Jazz Educator Marketing | MTD List | Budget = \$4,593

Jesse & Kelly will continue to market to 30,000+ middle school and high school jazz directors through our MTD marketing list.

College / University Jazz Educator Marketing | CMS Direct Email | Budget = \$3,600

Jesse & Kelly are targeting 3,507 collegiate jazz educators through six (6) strategically-timed dedicated email marketing campaigns with the College Music Society.

Social Media Marketing - Meta | Budget = \$7,950

Jesse will continue to target educators, conference attendees, potential members, & donors through our highly successful social media campaigns.

Conference Radio Marketing - WWNO | Budget = \$1,000

WWNO Radio New Orleans has agreed to 3x our radio ad buy, with ads airing from October thru December 2025.

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F'26 Marketing / Revenue Initiatives Cont.

TMF Webstore, Travel, & Merchandise Partnership & Co-Marketing

Through our partnership with TMF, we will be co-marketing our new JEN webstore for merch, and our travel partnership. 20% of all merch sales and 1% of total travel booked is paid to JEN. The webstore launches September 1.

Conference Photography

In our first year (pilot) of conference photo sales, we have made \$1,478 total profit which is to be split 50/50 with our photographers. We believe we can grow this revenue area with more aggressive marketing and plan to double down on photo marketing efforts for F'26.

JazzWire Donor Co-Marketing

Through our partnership with JazzWire, we will co-market our development initiatives in their monthly membership newsletters to their high net-worth membership base.

ArrangeMe & JazzComposersPresent.com YCS Co-Marketing

As sponsors of the Young Composer Showcase, ArrangeMe (Hal Leonard) and JazzComposersPresent.com are co-marketing this program.

SBO+ Article Publishing Partnership

SBO+ will publish one article per month written by a JEN member and spotlight the annual conference in one article per year.

DownBeat / Music Inc. Marketing Partnership

JEN ads will continue run monthly in DownBeat and two ads per year will run in Music, Inc.

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2025 Midwest Clinic Pre-Conference Intensive



\$50 student

\$100 director

50/50 Split

**Registration
Opens August 1**

From the Top! Building a Dynamic Jazz Program

This 4-hour, **hands-on, interactive workshop** is designed to support **beginning jazz educators** as they build, develop, and refine their jazz programs. Led by **renowned educators Bethany Robinson, Roosevelt Griffin, & Mary Jo Papich**, this three-session workshop will provide **practical strategies, foundational knowledge, and proven rehearsal techniques** to help educators navigate the unique challenges of teaching jazz.

Who Should Attend?

This workshop is ideal for band directors and music educators who are new to jazz or looking for fresh strategies to strengthen their jazz ensembles. Whether you're starting a new program, transitioning from concert band, orchestra or a college without jazz pedagogy, or refining your rehearsal techniques, this interactive, engaging, and practical workshop will leave you inspired and equipped to help your students swing with confidence!

More Info

<https://www.midwestclinic.org/jazzprecon.html>

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FY26 Development Budget

Development Revenue	Amount	Notes	Scholarship & Award Contributions	Amount	Fee	Account	Notes
4000 Direct Contributions							
4010 Contributions - Individuals, Unrestricted	\$10,000.00		Hal Leonard	\$1,000.00		\$100.00 4020 - Contributions - Corporate - Restricted	Paid by HL - MOU
4010 Contributions - Individuals, Restricted	\$6,500.00		David Baker	\$2,000.00		\$200.00 4010 - Contributions - Individuals - Restricted	Paid by Jamey Aebersold - MOU
4020 Contributions - Corporations, Unrestricted	\$26,000.00		Jamey Aebersold	\$1,000.00		\$0.00 3400 - Investment Revenue	Paid by Endowment Fund
4030 Contributions - Corporations, Restricted	\$14,000.00		Dee Daniels	\$1,000.00		\$100.00 4010 - Contributions - Individuals - Restricted	Paid by Dee Daniels - MOU
4000 Non-Government Grants			Deborah Landon 1	\$1,500.00		\$225.00 4010 - Contributions - Individuals - Restricted	Paid by Mike Lucas - MOU
4020 Grants - Foundations/Trusts, Unrestricted	\$0.00		Deborah Landon 2	\$0.00		\$0.00	
4020 Grants - Foundations/Trusts, Restricted	\$0,000.00		Yamaha Jim Widner	\$1,000.00		\$100.00 4020 - Contributions - Corporate - Restricted	Paid by Yamaha - MOU
4000 Government Grants			Mary Jo Papich	\$0.00		\$0.00	
4020 Grants - Federal	\$0.00		Dr. Lou Fischer	\$0.00		\$0.00	
4020 Grants - State	\$0.00		Mary Ann Fischer	\$1,000.00		\$0.00 4010 - Contributions - Individuals - Restricted	Paid by Fischers - MOU
4040 Grants - Local	\$0.00		Chick Corea	\$1,000.00		\$100.00 4020 - Contributions - Corporate - Restricted	Paid by IsaacMiles - MOU
4000 Administrative Fees			Dave Brubeck	\$4,000.00		\$0.00 4020 - Contributions - Corporate - Restricted	Paid by Brubeck Living Legacy - MOU
4010 Grant Administrative Fees	\$0.00		Stanley Kay	\$1,000.00		\$100.00 4020 - Contributions - Corporate - Restricted	Paid by Dave Jazz Orch - MOU
4020 Scholarship & Award Administrative Fees	\$1,120.00		John LaPorta Award	\$2,000.00		\$200.00 4020 - Contributions - Corporate - Restricted	Paid by Berklee - MOU
4000 Event Revenue			EFCF Research Fellowship	\$6,000.00		\$0.00 4020 Contributions - Corporate, Restricted	Paid by EFCF - MOU
5120 Sponsorship	\$40,700.00						
5400 Investment Revenue							
5420 Scholarship & Award Investment Revenue	\$1,000.00						
Total Development Revenue	\$108,828.00						
Development Expenditures							
7000 Grants, Contracts & Direct Assistance							
7040 Awards & Grants - Individual	\$17,000.00						
7050 Awards & Grants - Scholarship Travel Stipends	\$3,500.00						
8100 Nonpersonnel Expenses							
8110 Supplies & Software							
8140 Postage & Shipping							
8200 Event Production Expenses							
8200 Event Supplies & Software	\$200.00						
8200 Facility & Equipment Expenses							
8300 Travel & Meeting Expenses							
8300 Meals & Entertainment							
Total Development Expenditures	\$21,700.00						

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Event Supplies & Software Expenses
Overall??

\$360



Scholarship & Awards Program

Scholarship / Award	Agreement Valid	Cash Award Value	Addl. Award Package Value	Admin. Fee	Notes
Yamaha Jim Widner Scholarship	2026	\$1000			Included in conference sponsorship negotiations
Hal Leonard Scholarship	2026	\$1000			Included in conference sponsorship negotiations
Dr. Dee Daniels Vocal Jazz Scholarship	October 31, 2027	\$1000			Paid by Dr. Dee Daniels
Stanley Kay (DIVA) Scholarship for Drummers	October 31, 2027	\$1000			Paid by DIVA Jazz Orchestra
Chick Corea Scholarship for Composition	October 31, 2027	\$1000			Paid by jazzmusic
Deborah Landon Memorial Jazz Scholarships	October 31, 2027	\$3000			\$25,000 restricted funds. Need \$80,000 to open Vanguard account per MOU. Discussing next steps with Mike Lucas.
Dave Brubeck Pianist & Composer Scholarship	February 1, 2029				Extended for 4 years
David Baker Scholarship	Perpetual	\$3000			Paid by Jamey Aebersold
Jamey Aebersold Endowed Scholarship	Perpetual	\$1000			Paid by JEN Endowment
Dr. Lou Fischer JEN Co-Founder Scholarship	Perpetual	\$1000			Paid by JEN
Mary Jo Papich Women in Jazz JEN Co-Founder Scholarship	Perpetual	\$1000			Paid by JEN
Mary Ann Fischer Scholarship	Perpetual	\$1000			New MOU with the Fischers
John LaPorta Jazz Educator of the Year Award	Perpetual	\$0			Paid by Berklee
AJJC Griot Award	Perpetual	\$0			New MOU in progress
EFCF Research Fellowship	Perpetual	\$5000			

Brian offered his expertise with regard to legal review of MOUs and agreements. José agreed. A general review of language would be really helpful.



Other Partnerships

- Herb Alpert Foundation - \$25,000 annual grant
- Music For All - JJF (annually) & JBOA on 3-year rotation (MFA, JEN, MFA)
- AAJC - comprehensive partnership including award & conference
- DownBeat - membership benefits partnership
- TMF - merchandise & travel partnership
- SBO+ - article publishing / marketing partnership



Grant Opportunities

AEG COMMUNITY FOUNDATION

AEG Community Foundation Grant - \$25,000 for JJF2026

The AEG Community Foundation will award single-year grants between \$10,000 and \$25,000 during the 2025 grant cycle. The Foundation will only consider proposals from solicited applicants.

Dan Flores recommended JEN to Jennifer Pi'ilani Requiro, the foundation's VP of DEI who nominated our organization. Kelly authored the grant application with assistance from Jesse.

Grant was submitted April 13, 2025. Notification takes place in July, 2025.

Herb Alpert Foundation 2026 Grant - \$25,000

Google Ad Grant - Kelly & Jesse reviewing

Other Opportunities?



F'26 Development Campaign



- Focused on "empowering the next generation of jazz musicians & securing the future of the Jazz Education Network."
- Highlights the importance of non-profits like JEN in filling the void of jazz education programming that is being threatened or has already lost funding.
- Uses stories from our student-centered programs to encourage giving. These include testimonials, videos, and photographs from JJF, SIJ, YCS, Scholarships, members and conference attendees.
- Deployed via email, social media, & direct donor contact
- **Budgeted Goal of \$10K. Personal Goal of \$25K.**
- Launch Q3 2025
- Culmination at 2026 Conference

START TIME-FINISH TIME

GOVERNANCE & TRANSPARENCY

DISCUSSION

DISCUSSION	- Concerns were raised by several board members regarding the flow of information to the full board. Specifically, members expressed the desire to receive updates before final decisions are made. - The board agreed that Executive Committee minutes will be shared with the full board once approved. Staff confirmed that EC minutes will be posted in Govenda and distributed moving forward.		
ACTION ITEMS	PERSON RESPONSIBLE	DEADLINE	

BEGIN TIME

FINANCE / BUDGET DISCUSSION

LAURA GENTRY
TREASURER

DISCUSSION	Laura shared the proposed budget for FY26. It's a reduced fiscal year due to our FY date change from July to April. FY 25-26 will be a 9-month fiscal year, as approved by the board in a previous board meeting.
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	A	B	C	D	E	F	G	H	I	J	K	L	M	N
Jazz Education Network Budget Basis Summary FY25-26 9 months (July 2025 thru March 2026)	Revenue	Basis for FY25-26 Budget	Adjustments	Comments	FY25-26 Budget	FY24-25 Actuals	Budget % of FY24-25 actuals	Toggle assumptions in blue h						
	Revenue	Basis for FY25-26 Budget	Adjustments	Comments	FY25-26 Budget	FY24-25 Actuals	Budget % of FY24-25 actuals							
Total 4000 Direct Contributions		Development director projections			45,750		#DIV/0!						Assumptions	
Total 4000 Government Grants					0		#DIV/0!						Conference scenario	
Total 4400 Non-Government Grants		Development director projections			3,750		#DIV/0!						Foundation giving toggle	
Total 4900 Administrative Fees		Development director projections			1,500		#DIV/0!						Number of attendees	
Total 5100 Event Revenue		Assumes 1,131 paid attendees; JLF updated 6/14/2025			360,140		#DIV/0!						Full members	
Total 5200 Membership Dues		Based on 2024-2025			173,628		#DIV/0!						Youth members	
Total 5300 Merchandise Sales					0		#DIV/0!						Non-members	
Total 5400 Investment Revenue		Return on Aehersold endowment			750		#DIV/0!						Partner	
Total 5900 Other Revenue					195		#DIV/0!						Total attendees	
Billable Expenditure Revenue					0		#DIV/0!						Development	
Unapplied Cash Payment							#DIV/0!						All Development assumptions	
Total Revenue					565,328		#DIV/0!							
Gross Profit					565,328		#DIV/0!							
Total 6100 Payroll Expenditures					765		#DIV/0!							
Total 7000 Grants, Contracts & Direct Assistance		Dev director projections			19,555		#DIV/0!							
Total 7200 Salaries & Related Expenses		Includes current staff updates			142,477		#DIV/0!							
Total 7500 Contract Service Expenses		In line with FY24-24; Assumes Sharon as consultant (160 hours)			38,900		#DIV/0!						Pricing calculator	
Total 8100 Nonpersonnel Expenses		Includes dev director assumptions for shipping and supplies/software; others in line with FY24-25			39,352		#DIV/0!						Members - early bird	
Total 8200 Event Production Expenses		Conference coordinator estimates			194,835		#DIV/0!						Members - through Dec 10	
Total 8300 Travel & Meeting Expenses		Conference coordinator estimates			93,304		#DIV/0!						Members - onsite	
Total 8600 Other Organizational Expenses		In line with FY24-25			21,698		#DIV/0!						Youth members - early bird	
Unapplied Cash Bill Payment Expenditure					0		#DIV/0!						Youth members - through Dec 10	
Total Expenditures					650,886		#DIV/0!						Youth members - onsite	
Not Operating Revenue					34,442		0						Non-members - early bird	
Other Expenditures													Non-members - through Dec 10	
Total 8700 Depreciation & Amortization					0		0						Non-members - onsite	
Total Other Expenditures					0		0						Partner - early bird	

MOTION: To approve the budget as presented for FY26

Motion made by: Ashley Shabankareh

Seconded by: Randal Rosman

The motion passed unanimously

PERSON RESPONSIBLE

DEADLINE

MOTION: To approve the budget as presented for FY26
 Motion made by: Ashley Shabankareh
 Seconded by: Randal Rosman

The motion passed unanimously

MOTION TO ADJOURN MEETING, MADE BY DAVID KAUFFMAN

SECONDED BY LONNIE DAVIS

MOTION PASSED / NOT PASSED

MEETING ADJOURNED AT 1:40pm EASTERN TIME

MOTIONS SUMMARY APPENDIX

Motion	Moved By	Seconded By	Outcome
Approval of previous meeting's minutes	Doug	Laura Gentry	Approved unanimously
Adoption of flat \$325 non-member registration rate (eliminating early bird and advance discounts)	Lonnie	Todd Stoll	Approved unanimously, effective immediately