



Board of Directors – Virtual Call September 26, 2023

Board Members

Neil Markley - President
Brett Jackson, CASP - President Elect
LaNiece Tyree, CASP - Vice President
Jared Ceja, CASP - Treasurer
Mark Ironside - Past President
Kim Rademacher, CASP - Central Rep
Monica Rattigan - East Rep
Esmeralda Valdez, CASP - South Rep
Andy Lachman, CASP – West Rep
Martha Davidson, CASP - Member At - Large
J. Rex Tolliver, CASP - Foundation President
Kristy Vienne, CASP - Member At – Large
Bill Redwine - Interim CEO

Staff

Sheena Majette - CLO
Artem Mulitsa - CSMO
Matt Portner - Sr Director of Finance and Administration
Beverly Hastings - Exec Asst & Office Operations

***not in attendance – J. Rex Tolliver, CASP*

Call Agenda:

1. Call to Order / Roll Call
Mr. Markley called the meeting to order at 1:05pm ET
2. Approval of August 30 , 2023, minutes
M/S/P Ceja/ Jackson “to approve the minutes as presented.”
10 “yes”, Zero “no”. Zero abstentions

Strategic Issues

3. ELT Update
 - Sales & Marketing Update
Mr. Mulitsa provided a quick overview on sponsorship sales and YGS revenue.
 - Learning and Development - *Sheena Majette*
Ms. Majette shared the concerns over current C3X registration and room block and attrition, noting we are still expecting BP registrations which will also increase room reservations. However, the hotel financial obligations contacted is higher than can be met and Ms. Majette will be negotiating with the hotels to mitigate any potential attrition. Healthy discussion followed on potential options to use other hotels in the same chain of hotels and /or to consider using Toronto for future NACAS events.
Board members have requested a letter to confirm the necessity of staying at the Intercontinental and Mr. Redwine will supply this to all.
4. CEO Search Process
Ms. Jackson reported there have been a healthy number of applicants in the final review pool.

Review & Adjustment of Strategy

5. Treasurers Report

Mr. Ceja reported that currently, our current financial position is strong, but resources are strained for the year. Mr. Portner reported that as far as 2023 projections, we have been able to see the positive with revenue in advertising and sponsorship, although not as high as original predicted. Overall, expenses are higher in admin and personnel.

6. 2024 Draft Budget

Mr. Portner explained the task at hand is to get to a zero budget for 2024. With a 10% growth increase and a 5% decrease in expenses, we should be able to get there.

Policy Determination: Public & Operational

7. 2023-2024 BOD nominations

Mr. Ironside reviewed the nominating Committee's process in the selection of the final names for review. After discussion among the board, they came to an agreement on the final slate of names.

Motion from the nomination committee "to approve the slate to be presented to the membership at the 2023 Annual business meeting"

10 "yes", Zero "no". Zero abstentions

Routine Board Business

8. NACAS Office Update

Mr. Redwine provided an update on the NACAS office, including the plans to move the storage unit, and preparations for C3X.

Adjournment

M/S/P Jackson / Ceja "to adjourn the meeting" at 2:30pm ET