

**Eastern Athletic Trainers Association  
Executive Board Meeting  
Philadelphia Marriott in Center City  
Sat. June 5<sup>th</sup> – Sun. June 6<sup>th</sup>, 2010**

**EATA Board Members Present:** Bob Ward, Diane Sartanowicz, John Furtado, Jennifer Semle, Tim Weston, Michael Goldenberg, Jeff Stone, Paul Ullucci, Charlie Thompson, Tanya Dargausch (Doug Mann, Jim Thornton not here at start of meeting-joins later)

**Saturday June 5th – 1:00PM**

I. Call Meeting to order - Bob Ward – Location - The Philadelphia Marriott  
Jim Thornton will be joining us later this afternoon due to PATS Convention. Doug Mann will be in shortly. All others are in attendance.

Change in Agenda: At 4pm we will have a tour over at The Loews Hotel – the new site for EATA 2011. Dinner will be at 5pm - down stairs. Tomorrow we begin at 8am and will be finished by noon.

II. Secretary's report – Jen Semle

**Motion: Charlie Thompson motions to accept the Secretary report for February 2010.**

**Second: John Furtado. (Minus JT and DM)**

Discussion/Corrections:

CT question in regards to the Feb. 2010 Minutes – Under Treasurer's report section A.2 regarding the registration numbers: 870 and the next line: 240-250.

Adjustments: to the cancellation policy – just put under CT's motion prev.

Correction: Under student delegation –Greg Janik is from Kings College not East Stroudsburg.

**Vote: Unanimous-approved (Minus: DM, JT)**

III. Committee reports

A. By-Laws - no report

B. Exhibits – Bob O'Malley - chair

**Motion: Tim Weston motions to accept the Exhibit Report for June 2010. Second: Michael Goldenberg.**

Discussion: As our policy, three companies were contacted for bids for the set-up/break down of convention.

Results: GES was the best bid that was obtained. BW-There was a concern regarding the poster board increased costs (Deanna). Research wants to do something different and that may decrease the number of boards. They want to do the graduates on one day and the undergraduates on different days, same location/less space. This would reduce the number on boards that are needed. Placing a plaque on the board – increase the cost now but save us money in the long run.

Conclusion – Table this topic until we get to the "Info Center" report (Deanna).

NATA Exhibitors – looking to see if they are seeing a return on their costs. We are maxing out at 60 booths in the Loews. MG- looking at ways to give them more exposure via website etc. Why the loss this year? (Reasons being absorption/mergers of companies) DS - the companies want "face-time" with the ATC's. PU-our exhibitors said this year was BY FAR the best venue for them. We get the people in front of us that they want to talk to by far. They LIKE the athletic schools, not the clinics. CT- IDEA suggestion - to save them money – have the companies to stop the multiple catalogs for

every ATC at Princeton University. Send one or two instead of 7-9! THIS IS A PROBLEM – save them money. DS – The vendors get our info from the EATA registration. TD – think that we should go out and get new people to come to our event. BW-we picked up 3 exhibitors from going out to the NATA Convention last year. Cost was about \$100 for the cost of the cards. JSt – well worth the cost factor.

NATA Exhibitors meeting: Weds. the 23<sup>rd</sup> – BW and DS will attend this meeting and tell Bob O'Malley. CT – tell them about the catalog issue: PT as well as ATC – get 2 for the same person. PU-every vendor gets a list of attendees. CT-we have contract for this year already approved?

**Vote: Unanimous-approved (Minus: DM, JT)**

C. History and Archives – John Davis Chair - no written report

Discussion:

JF- EATA is buying him a tower for computer. We pay for storage space (\$106/month) BOXES of photos etc. BW-should we ask him for an inventory of all of his stuff in the storage space? CT- extremely redundant to have the actual photos saved when they are on computer somewhere. Maybe have 2 separate “drives” so we don't have to keep the brittle documents. Put it in safe deposit box. Get it to us by January 2011. JSt – Maybe offer the documents to the NATA H&A before John throws them in the trash. May make their history complete. PU-Stoney looks like you have some work to do now. Clean things up.

**Charge: John Davis to inventory all of his H&A in the storage space by January 2011 and get his recommendation to research it to see what we should we do with the documents – NATA or throw away.**

D. Honors and Awards – Joe Camillone, George O'Neil, et al. – Chairs of respective awards noted -no report(s)

E. Info Center – Deanna Errico - Chair

**Motion: Michael Goldenberg motions to accept the Info Center Report. Seconded: John Furtado**

Discussion:

PU – look to improve our Info Center with a state of the art “digitized” version thru the laptop for pictures, NATA acceptance speech etc. The upfront cost will be more but less in the long run. Do away with the paper that breaks down and the storage of the large poster boards. MG – just did this for Lawrenceville School - 23 inch screen \$1800, touch screen etc. PU – get a “living exhibit” – that can split out into multiple screens. Have one personal computer running separate videos at the same time. JF – you have to think about power to the site to where we run this program. If you are going to do this, we need a sponsor to buy this or give us money towards this. BW - Is this something that we can put together the disk(s)? [Is this something that] BAV be able to put this on FOR us instead of US buying the equipment ourselves? (Thought - Equipment that will be “outdated”, for a minimal use and then have to upgrade in a few years.)

**Charge: Have Paul, Mike G and Deanna look into this for the cost factor, feasibility etc.**

Discussion:

CT- Deanna needs to know that this is the answer to her question about increase funding for new equipment/product (\$175 per poster). TW – what is the comparison of what are the cost of her needs and cost of the new digital possibility? BW-looking at budget for Deanna's travel expenses by car. Preference is to go by car due to equipment transportation as well – large poster boards to location of EATA. Is it

cheaper for other transportation? JF – where she lives, she would have to go to Ottawa, Canada to catch a flight and train is not close either. \$350 is staying the same for this.

**Vote: Unanimous-approved (Minus: DM, JT)**

F. Moyer Award – no report.

G. Nominations –Mark Cherwony - Chair

**Motion: John Furtado motions to accept the Nominations Report. Second: Tim Weston.**

Discussion:

We do not have any information on one of the President Elect nominees – Barbara Hemphill. Executive Session called. BW – At this time, Jim Malseed has withdrawn his name for this election.

Note:

Districts: send a reminder notice sometime in August and announced at District meetings at NATA's respectively.

1. President Elect position - 3 Nominees : John Davis, Barbara Hemphill and Phil Hossler
2. Treasurer position – 2 Nominees : Nairi Nelkonian and Rob Rehberg.

Deadline for nominations:

Sept. 15, 2010

**Vote: Unanimous-approved (Minus: JT)**

A. Registration – Lori Zararzynski - Chair

**Motion: Tim Weston motioned to accept the "Registration Report for June 2010".**

**Second: Diane Sartanowicz.**

Discussion:

Somewhere in the year, a 3<sup>rd</sup> person was added to this committee. What do we do about this, in regards to budget/funding/expenses? PU- I offered to have Susan Rotsky (from Ullucci Sports Physical Therapy) help out Lori due to the request that Lori will be phasing out of the Head Registration position in the very near future. Paul's company would be covering her expenses anyway. If Lori steps down, will Brian step down? Step up? We are not sure what she wants to do. CT-should we have Lori outline her plan in writing of what she wants to do before we make more decisions. JF-looking ahead to the next person to take the Head Registration position, they must be proficient in webpage design, etc to run the system accurately and be able to fix problems (i.e. server issues etc). CT-if Susan is going to be the person to slide into this position, it behooves us to get her in here now, in order to learn the system. BW-is this a 3 person committee? Is this a temporary or permanent position for this committee? We need to make sure if someone leaves, the new person knows what to do.

**Charge: Bob Ward to talk with Lori Z regarding her plans to phase out of her registration chairman and find out what Brian's intentions are as well.**

**Vote: Unanimous-approved (Minus: JT)**

B. Research – Marjorie King Chair

**Motion: Charlie Thompson motioned to accept the Research Report for June 2010.**

**Seconded by: Jeff Stone**

Changes to the EATA Program:

1. One hour student program built into review research posters. MG-student program needs to vote on this.

Charge: Diane to inform Mary to have the students decide if there is any interest in having the student program. Give them extra time so they can see the student research for themselves.

2. Display the undergraduate poster work up on day one and the graduate poster work on day two. This makes our cost go down. YES to committee.
3. Printing request – for the program. DM – does the times even match up for this? DS – Free Communications – don’t know the winners until the very, very end. CT- as far as the printing – can we have the names by Dec.1<sup>st</sup>? BW-can Dec 1<sup>st</sup> work for you Diane – yes. The “drop dead date” for this information needed before the Final Program goes to the printer will be Dec. 1st. DM-What is their deadline? Maybe we have to have them bump their decision date up. DM finalists are on first day – day one. Why 12 outside reviewers? (Students)– we need to have all reviewers names submitted for us each year (based on the fact that they place this info on their resume/vitae). How many reviewers do we have and who are they?  
Research to Reality – CT-we need to find THE BEST people and bring them in. JF-we now have to look at who is coming and from where in order to keep budget costs down and affordable. BW-what we are saying is, that this Research to Reality is our best feature? This speaker knows WELL in ADVANCE to book their flight well ahead of time to keep the cost down as well. BW- there should be some checks and balances.

Communication-R&R need to clear it through the President Elect prior to booking them so we don’t overspend on travel and redundancy of topic. Temple University is the presentation for next year. One does presentation (1/2 hour) and the other one does the poster instead but check with Steve.

CT-There should be in their contract that when they publish this material, they must highlight somewhere in their presentation that it was “funded by EATA”. Is this in their contract??? We should highlight and make sure Steve makes note of this and publish this.

Motion: Charlie Thompson motions that we approve the 5 new members, pending the payment of their NATA dues with written verification. Second: Jeff Stone

Vote: Unanimous (Minus: JT)

(One person has not paid their dues - suspended, therefore, pending approval) JF-Budget portion is the same as what they submitted prior. DM-there are some people that have left the committee that we should recognize publically. Just a thank you. BW-can you get that info to me.

Vote (for approval of Research Report for June 2010) from above:  
Unanimous-approved (Minus: JT)

- H. Scholarship – Neil Curtis - Chair - no report
- C. Site selection –Bill vonLear -Chair – oral report

Discussion:

Any question/concerns about bringing Kim Lyons on board, really have been answered with what she has been able to do for us the moment Marriott pulled out on us for January 2011. She has done a fabulous job!

Loews: problem with this location will be the tightness of the room’s square footage- not as large. These rooms are much nicer than at the Sheraton. Excellent Parking Fee - \$25.00 valet (Sheraton couldn’t touch this low rate). Marriott (corporate)

has been bending over backward for us and wants us to keep them in the loop for future EATA conventions. CT- we need to put it in our contract if we go with them next time, that if they push us out again, there will be such a strict penalty to pay us. Corporate has been calling Kim regularly to make right.

5 New Site Properties for 2014:

1. Westin Waterfront– new hotel – to be completed soon. Best deal on paper. Rates are similar to what we are getting in Philly Loews for 2011 but the locked in room rate of: \$129.00. Tour scheduled in July. Location – not much out there. \$8 cab ride to Fanuille Hall. Airport right across the harbor.
2. Seaport Boston Hotel – similar to Westin Waterfront. \$149.00 right now. Kim is trying to negotiate lower. Tour scheduled in July. Wanted us to pick up \$5000 in rental space. We told them no. As long as we pay up \$55,000 in F&B they would waive the rental fees. We have hit this number without a problem.
- 3/4. Copley Marriott/ Westin – Room rates are higher at \$169.00 final offer and cannot negotiate now. The concessions are not up to par with the other venues. Need to keep this in case the Westin Waterfront is not up and ready.
5. Foxwoods/MGM-concessions are not as good-higher cost - \$172.00 +/- 3%. We can fit everything under one roof. Open 24 hours. It took Kim three tries to get someone to talk with her for 20% attrition at three weeks out. (F&B higher)

Further Discussions:

Contract-Each President will have to sign 2 contracts in their presidency. Have a conference call in Sept to finalize the contracts and sign prior to our November meeting.

Business of conferences – raise the room rates – the hotel corporations are pushing increase their room rates across the board. Kim has suggested that we sign multi-year contracts with the properties now to keep our costs down. She has not seen these rates this low in a LONG time. Close to the rates this year for a few years down the line. (A \$20 difference from 3 years ago which may be a \$60 difference in 3 years from now).

Other possible locations: Lancaster, PA–There is no easy way of getting there and nothing socially to do at this location.

Current Contract for Loews- John Furtado: The Loews contract is a better (much) contract than the Philadelphia Marriott contract that we signed for 2011. The attendance number that we must hit is 640 people. If we don't hit this number, the concession deal is out the window. This number (640) should not be a problem to hit. Loews outdid the Sheraton in many items. Example: Giving 2 complementary hot receptions for up to 700 people with a 20% discount on beverages which goes towards our F&B numbers.

D. Sponsorship – Mark Bramble-Chair

**Motion: Jeff Stone motion to accept the Scholarship June 2010 report. Second: Paul Ullucci**

Discussion: BW –Spoke to Mark and he has \$2500 so far this year (more than last year) and now in the process of finding him some money for us. Mark has the program with the speakers. John Rock and Steve Kennelly will be meeting soon. Timex may have wanted a contract agreement with us. DS-back in Boston at our Executive

Board Meeting – have the states sponsor a program as a suggestion. Concerns with the states that have no money – it might get a little “dicey”. CT- they can share with another state. This should be “an opportunity” to each state to see if they are “willing” to do this. Can Mark, as a sponsorship chair, reach out to the states to see rate of interest –YES! We cannot set precedence. They can do it every year or whenever they choose if they want to. Open it up, offer to REF and other groups.

**Vote: Unanimous (minus JT)**

- E. Webmaster - Michael Goldenberg - chair – Verbal report

\$1500 fee for sign up

August 1st is drop dead deadline. Make sure it is finalized – otherwise, hours of work lost/wasted.

- F. Workshops Steve Nemes - Chair

**Motion: John Furtado motions to accept the Workshops Report. Second: Diane Sartanowicz.**

Discussion - none

**Vote: Unanimous (minus JT)**

- G. Quiz Bowl - Greg Janik – Chair

Quick summary:

Greg is overloaded now that he is PATS President. Lindsey – helping with the program. Need to get her a better computer (NEW) already approved. What type of computer works with this program the best. This will hopefully get rid of all these headaches. BW-There was no standing committee – should we make an official committee? All conference calls should be on “Skype” for free. No cost factor with anything for them. No funding ad hoc, temporary committee under the student program. CT-This is entity of the NATA. MG-now that it has gone national (even though EATA started this), it is a product of D1 and D2 and not the Student Program. MG-read minutes from previous motions that Charlie Thompson made the motion to allow Greg Janik, to form a Quiz Bowl committee. Seconded by Jeff Stone . It was voted and approved – unanimous. Should be in the P&P as well as inform them that they need to give a yearly report. CT-as an aside-Committee Chairs will need to be informed of their specific committee P&P (Secretary) and budget(Treasurer) each year. Guidance on how and what they need to know to run their specific committees.

**Charge: Jen Semle and John Furtado give Committee Chairs their specific committee P&P (Secretary) and budget (Treasurer) each year.** This gives them guidance on how and what they need to know to run their specific committees.

No one is listed in the P&P for Comps. Funding: leave CT and PU (D1 and D2 treasurers) will determine what kind of funding they give to this committee.

- H. Pinky Newell Address –

Michael Goldenberg (two other members also nominated)

Discussion /Vote: Winner - Michael Goldenberg

Plaque of Recognition given to Michael Goldenberg from District 1

BW-Due to “feedback”- bring up thought-moving the PNA to a different time slot?

Discussion-Banquet nets 400+ people sitting in one spot to listen. Feedback is due to the length of the banquet (too long). JTh – we have streamlined this down to what it had been to a quicker version. If you feed them, they will stay to listen. This is a meaningful address. This is an opportunity to tell the membership

something important. We are not going to get the people if we make it any other time. Keep it the way it is.

I. Frank George scholarship [fourth taped recording]

Discussion-DS- this tool is great...but it needs to be " tweaked". Criteria can be great, but the max point system does not seem to work. CT-Research – maybe each article is 1 point each.

Charge: Committee of four: Doug, Bob, Jen, Paul to pre-screen the applicants and pick the top 3 or 4 people(look up in notes for the specific voted number)for all of us to vote to award one person.

Criteria – scoring changes /discussion:

PU-Award the Certified Athletic Trainer-practitioner not just the student- not looking for a person that goes from BS to MS to PhD. They need to have time in between the educations i.e. degrees to "work in the profession". Frank George was a "clinical ATC" that continued his education. For Example – Jim Thornton does/has done all 3 areas –

3 points (work in field) + 1pt (instructor/educator) + 0.5pt (GA) = 4.5 total points max pts/year

I. Athletic Training services rendered-employment [12.45]

1. Primary Job is NOT related to education, employed as a Clinical Certified Athletic Trainer – working in field (3 points max/year)

2. Employment related to personal education, (Graduate Assistant/Fellow) (0.5 point max/year)

Interpretation:

Is it their part of their job description is hired to work as an ATC as a student (GA/PhD)

Example: Susan –Job is Ullucci PT and gets her masters on her own at night, her job is NOT sending her to get her MS or PhD (award her -3pts/year but nothing in #2 or #3) Continued

Example: Susan – quits Ullucci and goes to URI and URI sends her to Barrington HS as an ATC – (awarded 1point/year)

II. Involvement in state, district, etc (1 point per committee and 1 point bonus for Chairman/officer – committee and chair = 2 points)

III. Research

JAT – in print - most important – 3.0 points

Awarded Grants as primary investigator– 2 points per grant

PhD Students – submitted for peer review– 0.5

IV. Education

Primary Job IS Related to education, employed as a Certified Athletic Trainer Educator related to Teaching Education, as an instructor (1 point max/year)

V. GPA – grades (take all max's out)

Graduate work - 3.5 to 3.8= 1pt and 3.9 to 4.0=2pts ??

VI. School based committees/activities - 1 points per activity

VII. Community based activities – 0.5 points

VIII. Other – Military

In corrected state:

## Frank George Scholarship Award Judging Criteria

Here are the requirements as posted on the EATA web page for the Francis J. George Award.

- A. Have been a member of the EATA for at least one year prior to the application filing deadline of June 1.
- B. Have signified his/her intention to continue academic work as a doctoral graduate student during year of award, and have been judged capable of graduate study by his/her major professor, major department head, or dean of the college in which he/she is enrolled.
- C. Have an overall minimum cumulative grade point average of 3.2 (based on a maximum of 4.0) by the time of application from all graduate coursework completed, from ALL institutions attended  
NOTE: The student's athletic training achievement shall be weighed at least equally with his/her academic performance.
- D. Have performed with distinction as a member of the athletic training program and in his/her major.
- E. Intends to pursue the profession of athletic training as the means of livelihood.
- F. Have conducted him/herself both on and off the field in a manner which has brought credit to him/herself, the institution, intercollegiate athletics, and the ideals and objectives of American higher education.

Here is the proposed objective scoring tool for the award.

There are four main objective categories with the subcategories below :

The reviewer should evaluate the candidates resume and curriculum vitae to determine if the candidate has met any of the objective scoring



categories below. Each subcategory is then scored until the maximum point value for each main category has been reached, or the candidate has exhausted scoring possibilities. The totals for each main category are then totaled giving the final score. In this way a well rounded applicant who has actual field experience will have a greater chance of winning than another applicant who is more academically orientated.

Category	Point Value
1. Athletic Training Services Rendered	
Employment as Certified Athletic Trainer unrelated to education (clinical athletic trainer).	3 points per year
Employment related to their personal education (GA)	.5 per year
2. Involvement in state, district, EATA or national committees	1 point per committee (1 additional point for chair/elected office)
3. Research	
Published in Journal of Athletic Training (coauthor or author) 3 per article	
Published in Other Peer Reviewed Journal (coauthor or author) 2 points per article	
Awarded Grant (Primary applicant) 2 points per grant	
4. Education	

Employment as an athletic trainer educator	1 point per year
GPA 3.5= .5 3.6- 3.8=1 >3.8 = 2 (current graduate work)	
<b>5. Other Activities</b>	
School Based Committees/Activities 1 points per academic year for each activity or committee	
Community Based Activities .5 points per calendar year for each activity	
Military Service (1 point per year of service)	
Other	
5 points per max	

IV. Changing format for Thursday / Friday night board dinners

Thursday night – the Board Dinner remains casual in the restaurant at the hotel. Invited are limited to the EATA BOD’s and NATA executives (Eve and Marge). We will remain prudent with the budget but making sure the EATA Board members should not feel guilty about going out to a nice dinner due to the sacrifice of our time.

Friday night Reception – in the Presidential Suite – allows the VIPs to come and go depending on their schedules. (Quiz bowl, NATA, Registration). Give out invitations in their packets.

Charge: Bob O’Malley hands out invites to venders as well.

Charge: Mark Bramble - Find a sponsor for this! Begin at 7pm to ??

Charge: Diane and John coordinate price/dinner options.

**Adjourn** – Dinner 5:00PM

**Sunday June 6<sup>th</sup> – 8:00AM**

V. Directors report – Jim Thornton and Jeff Stone – verbal

NATA National Convention is in Philadelphia in June 2010. D2 has invested some money in this convention because we want the members to come back to D2 in the near future. Baltimore in 1997, our registration numbers are well past that convention.

“Vision Quest” - Mon. of the convention – the final chapter of 6 months of sessions (6-8 conf calls) to facilitate further discussions.

Rumors of the BOC/NATA relationships – regarding billing etc is still up in the air. Deadline of 2011 to negotiate the issues and work out.

Task Force for honors and awards – criteria discussions. There were 2 employee surveys – moral issues have come up and have been worked out.

Encouraged Board meetings down in Dallas to have more contact with the staff to match a voice with a face to get things done.

Young Professional and student involvement – “involve and evolve” has worked with the student members. The students are sharp and all over it – the way they think etc.

Discussion on the ATC’s degree, PT’s degree and their salary comparison as well as what they each know coming out of college.

VI. Treasures Report – John Furtado

**Motion: Tim Westin motions to accept the Treasures report with the revisions. Second: Michael Goldenberg**

Discussion:

Sent out in PFD report. It is broken down into expenses and income as follows.

Expenses:

Office supplies – big change this year due to new lap tops for quiz bowl, incoming treasurer, incoming President Elect, and a new computer tower for history/archives. (\$4100 this year instead of \$1525) Frank George –EATA has one more year after this year.

Travel /Hotel– BOD’s and certain committees. DS- what is “Name Scholarship Honoree” – Frank George/Paul Grace.

Meals – DM, BW, JF – sat down to think about how to reduce the meals for this year. (\$5000 covers -Thurs. dinner, Fri breakfast, lunch and dinner)

Parking – The Lowes has come up big this year - have 5 comp parking passes this year: Pres, Past Pres, Workshop, Registration, and Treasurer). Not as expensive as last year. (Foxwoods and Buffalo are \$0 for parking)

Transportation – was very inexpensive. Added extra for new officers coming in for where ever they live. Executive Board – for our June meeting – is a sit down meeting. This year flying cost < \$1000 to get us here to Philadelphia, PA. Total: \$4650 Travel: \$1841 (\$2000 less than budgeted) People NEED to stay on budget!

CONFERENCE:

Attendee gift - \$3000

AV- conference, workshops, and Executive Board meeting. This does not include the student program. (\$200)

Awards – Cramer, Henry Shein, Moyer etc (\$2044)

Catering – 450 people attend. 250 people in the student program.

Discussion: DS – April conf calls with student delegation – an introduction and how the program works. Here is your space – floor plan for The Lowes and design your program within your space. Lowes cannot flip a room in time for them. What do they want to do? This is your chance to be creative. What is your goal – to be treated like professional group and socialization (with peers/ATC’s). It’s not about the food. Question posed to them - how do you feel about a breakfast –Vs- a lunch. At the end of discussion, they voted for a breakfast. Somehow it got misrepresented on the topic of what they want and what we give them. Don’t want to give up classroom seating so they still want the lunch – plated. Then – where is the socialization? They want 6 things and can really only get 2. They really want the lunch and some fun after the quiz bowl. JTh – I don’t think they really understand/know what the seating dilemma is all about (chair placement and flipping the room into another set up). JF-problem – we only budgeted for 110-150 people. Remember – the first 200 was paid by Marriott. Cheapest plate for 250 people = \$14,250! We will have budget for 350 = \$19,095. CT-we take a BIG loss on the students. JTh – I don’t mind spending the money on our students. They are doing so much more than we ever

had done in their shoes. We have never raised their registration.... decreased it. JF – they did raise it prior to JF being Treasurer and then lowered it \$20. MG-give them a budget (this is what it is) and have them work on it and adjust it themselves to learn about how and what to do to stay on/under budget. They will soon realize how much everything costs – educational process for them. JTh – For this year, go to the student delegation and let them know that we will take a big financial hit to be able to do a lunch this year because of the hotel situation. This places us in a financial budget issue. The Lowes does not have the deal we had last year that covered the first 200 students like Marriott. If they can do the breakfast for this year, we will re-visit this for next year’s budget. [New Thornton-ism - “I’ll bet the ranch against the fountain pen” that they will be fine with that!”] JF- for 350 people, the cost for continental breakfast = \$10,000 and we can do that. Show them the menu with the cost factor.

**Motion: Jim Thornton motions to raise registration by \$5.00 for student members and \$10.00 for student non-members. Second: Tim Westin Vote: unanimous**

Student: \$75.00 for members and \$130.00 for non-members. Certified: \$120.00 for members and \$325.00 for non-members. JTh – students need to make decisions and the supervisor needs to teach, but allow them to do/perform. We are telling you, that these things are “standard” items that we have to budget for and they need to learn from this. They are leaders in training. They are training to be leaders, not a leader yet. Sodas and pretzels are STILL costing us money.

Idea- at our board mtg in Jan – we give them an hour of time to teach them “student delegation training”. Put this on the agenda in January.

Hall of Famers – having them at the breakfast – we will have to find replacements at registration for the help that they give us. (8am open) We can’t utilize the board members – because we are in our meeting.

JF- Social – we need to get a sponsor for their little get together for their social function. If they get a sponsor then they can have it. Inform Mary of this. Receptions for 700 people – instead – use it for Friday. Have a school sponsor this event! Each program gives \$50-200. Raise the money thru their colleges and suddenly there is money everywhere.

**Charge to have Mark and Mary go to the Student Delegates to see if they can handle the fundraiser for their social.** JSt-make sure it is right after the quiz bowl – so as to keep the kids there for the event and social event.

VIP- Fri night –use some of this money for the appetizers \$2000 budgeted for beverages. Try to have them give us the beverage discount (20%) before they go into banquet.

Exhibitor - \$9000 for room set up – lower that amount. Security – 24 hours needed.

Moderator- needs to stay local. Hotel- pick up. Travel \$600 – stay local.

Registration – email registration fee-anticipate less than last year because decrease to \$6000 from Boston. Registration food – lock into 25 people minimum! Lunch works out – because we are invited to come in and eat. Need to have this. Can we have a brunch instead of breakfast and then lunch? Depends on the time – 1.5 hours then they have to take it away. We can’t do this due to regulations. Postage – hopefully decreases with the not paper. MG-90% of our members has email – the rest can have a postcard. Nix the postcard? NATA News – posting there instead-“eBlast”! Make \$350 instead – after make sure we can do this.

Re-imbursement- numbers are great! Honorariums – are less \$250/each lecturer. Travel – varies due to location. Conference honorariums vs. workshop honorariums – see the difference. Shipping is up. Student program—make sure (Diane) speakers must use their rooms or make sure we know prior so we don’t pay for unused rooms. Waste!

Total Conference Expenses: \$155,000 Less than what we budgeted for last year saved \$11,000.

Total expenses – increased catering \$ 92,860 (\$210,000 budget prior)

Income:

1 comp room for every 40 rooms \$2000

Rebate – for every \$1.00 spent = 5% rebate (what we spend? or the whole conference?)

Exhibitors – we are lucky if we make \$20,000. Chattanooga-check is in mail

Registration – 950 attendees is what we are hoping to get. Hope to get 755 certified members hopefully. Hope to get student member numbers between a count of 150 – 200 with a \$119,000 in total registration.

Workshop - \$12,000 if we are lucky (less than last year). In 2007 - \$14,000 money made.

National Convention – is doing worse than us. The numbers are down there as well. Expenses - \$9000.00 our net is < \$3000. JTh – every one of those workshops should be sponsored (\$1500 per workshop). BW-is is feasible to have 8 workshops?

BW-is this realistic to get that many sponsorships for workshops, student programs etc. JF-I think we should have workshops on Fri – Sat and then do away with Sun workshops.

Sponsorship-\$6000 budgeted. We have \$2500 right now.

**Vote: Unanimous to accept Treasurers report**

VII. Program Report – Diane Sartanowicz – Pres. Elect.

Speaker agreements are completed and back to Diane. There are a lot of local speakers in Philly. Doug has been amazing with the speakers. Diane will continue to use spreadsheets to keep track of the programs. JTh-NATA the increase number of speakers that were non-ATC Members was at 50%! DS-some of the returned surveys – can we have doctors? Why are we always tapping ATC and not doctors? JTh- maybe this is a good trend, higher level speakers. DS-trying to go with some of these suggestions. Workshops – want secondary school topics. Concussions – hot topic that was out there last year. JF-we were ahead of curve on concussion topic.

Connecticut – doing that now. DS-I think we are in good shape as far as the program, the flow is the same. Feedback from Bob O-don't change Sat – the Exhibitors loved it. MG-some of the registered thought Sat Exhibits should go later. Dr. Bartolozzi is presenting. They are still looking at 2 more speakers from out of town. JF-is it ok to bring in one or two people to bring in. It is best to look at local speakers for the rest. Fri-quiz bowl, Sat start 8am for lectures and then exhibit hall. Sun-2 rooms of breakout sessions, more lab-like programs.

**Charge Diane-to come up with floor plans and signage to make easier to find locations.**

**Charge-Diane to send the program schedule update out to the BOD**

VIII. Student Delegation Report -Mary Mundrane-Zweiacher - Chair

**Motion: Tim Weston motions to accept Student Delegation Report. Seconded: Jim Thornton**

BW-there are a couple of cost issues that we need to discuss. They are proposing a budget request - JTh-grassroots efforts request \$200. Can they go back to their programs to get these funds? Have \$100 donation from JThornton to start.

**Motion: Paul Ullucci motions that the EATA covers the \$200 gift for the Grassroots education efforts for 18 month for the Student Delegation. Second: Diane Sartanowicz. Vote: Unanimous (Minus CT and JF) \*\*\*\*This WAS IN THE APPROVED BUDGET THAT WE APPROVED already.**

**Vote: Unanimous to accept report (minus CT)**

## **New Business**

I. Updating calendar in P&P manual

II. Review changes to comp – registration, hotel, travel, meals

Note- Adjustments needed from registration numbers? Banquet number is what you need to count. Example: 55 guests that are not certified (complimentary and/or speaker) but we need to know for the banquet. If we are audited, we need to count everyone and keep in the system.

### Comp Registration

Speakers-Workshops may have more than one Speaker attending; therefore, the President Elect must look at one comp registration/room per workshop.

Scholarship winners – are comp'd. Make sure Neil knows- anyone that applies for scholarship....some have registered already but now we have to reimburse – wait to register until we notify you of win or not ( in early Dec)

**Charge: Jen to change P&P to reflect changes in missing Scholarship (#14) winners.**

### Comp Meals

Registration-Come in on Thurs. –one day needed– feed registration Friday-Sun.  
(10/15/25 allotment for meals \$40/day)

Workshop meals - should stated in P&P for meals – 2 days

Exhibitor Chair and Info. Center Chair (#3 and #4) should be 2 days

### Comp Hotels –

Exhibit Chair – 2 nights

Banquet Award winners -add 1 night not on there

Scholarship in name – change to EATA Scholarship Winner-(Paul Grace stays here.)

Eliminate #25

Eliminate #18

Sponsorship chair -2 nights

Site Selection Chair-2 nights

**Motion: John Furtado motions to make re-visions to P&P specifically for the comp meals, comp registration, comp hotels and transportation as discussed above. Second: Michael Goldenberg.**

**Vote: unanimous**

### Complimentary Registration

The following individuals will have complementary EATA Conference and Symposia Registration:

1. EATA Executive Board and Spouses.
2. PE Personal Assistant
3. All EATA Committee Chairs.
4. Registration Committee Assistant Chair.
5. Pinky Newell Address Presenter and spouse.
6. Moderators (*Minimum two-days of service*).
7. Each Presenter
  - 1 comp registration for 1.5 and 2 hr workshops (2009)
  - 2 comp registrations for 3 and 4 hr workshops(2009)
  - 3 comp registrations for 5 + hr workshops(2009)
8. NATA Executive Director, NATA President, and NATA District Directors
9. Site Selection/Destination Chair
10. Research Committee sub chairs (total of 3)
11. Moyer Award Recipient and spouse.
12. NATA Hall of Fame members
13. EATA members with NATA Retired Status
14. Scholarship Winners (Frank George winner included)(2010)

All complimentary registration recipients must send in a registration form marked “complimentary”. The Registration Chair will match them to the list provided by the President Elect. Spouses are not included unless specifically noted above.

**Meal Reimbursement**

The following individuals will be reimbursed for receipted meals. The per diem during the convention will be at the rate of \$40.00 per day. No one will be reimbursed for the Awards Banquet or other special meals. They should attend the annual banquet.

1. EATA Elected Officials 2 days
2. Registration Committee Chair and one assistant: 1 days each 6/10
3. Exhibitor Committee Chair: 2 days changed 6/10
4. Information Center Chair: 2 days changed 6/10
5. Workshop Chair 2 days
6. Two guests of each scholarship winner will receive complimentary banquet meals. All other guests will pay **whatever the EATA costs are** for guest for the banquet.

**Hotel Expenses:** (Includes room, taxes & parking for the number of nights noted)

1. EATA Elected Officials and Spouses 4 nights
2. PE Personal Assistant 4 nights
3. District Officers 2 nights
4. Exhibit Committee Chair 2 nights changed 6/10
5. Info Center 3 nights
6. Registration Committee Chair and one assistant 4 nights
7. Research Chair 2 nights
8. Workshop Chair: 4 nights
9. Moyer Award Recipient and spouse 2 nights
10. Pinky Newell Address Recipient and spouse 2 nights
11. Frank George Scholarship Winner 1 night
12. Nominations/Elections: 1 night
13. Awards Chair 1 night room
14. Scholarship Chair 1 night room
15. Each EATA designated Presenter 1 nights per presentation
16. Student Program Committee Chair: 2 nights
17. Moyer Committee Chair 1 night
18. Food and Beverage Chair 0 nights position eliminated 6/10
19. Website Committee Chair 2 nights
20. General Session Program Moderators 3 nights (minimum 2 Days Service)
21. Sponsorship Chair 2 night 6/10
22. Incoming EATA Officers 4 nights
23. Research Grant Presenter 1 night
24. Frank George 2 nights
25. Paul Grace 0 night eliminate 6/10
26. EATA Scholarship Winner (6/10) (aka: Scholarship in name) 1 night
27. Site selection chair 2 nights 6/10
28. Banquet Award 1 night 6/10  
(aka Cramer/Schein/Abraham etc)

III. Closing notes:

Jeff Stone – takes a few minutes to reflect on when he began (8 Presidents ago) and the changes that have been made since then.

Jeff – we will miss you, but you have a lot of others things to do in our profession!

Michael Goldenberg-farewell to the EATA Board, thank you, been here for 6 of those Jeff years.

Bob Ward-Amazed at what the two of you have done in the EATA. Thank you for me and our organization!

Jim Thornton-Having been here the longest – Jeff Stone has given back and done a wonderful job on the NATA BOD and this EATA Board. Michael-has had more effect for the good of our profession - the EATA, district/state single handedly. Thank you!

**Adjourn – 11:20am**

**Motion: Jen Semle motions to adjourn.**

Next June – Plan to meet in Buffalo for the Jan 2012 discussion.