

EATA Conference Call
February 13, 2011
8:00PM

EATA Executive Board Members: Bob Ward D1, Diane Sartanowicz D1, John Davis D2, John Furtado D2, Jennifer Semle D1, Tim Weston D1, Joe Scott D1, Jim Thornton D2, Tanya Dargusch D2, Charlie Thompson D2, Michael Goldenberg (D2 Director Elect), and Robb Rehberg (D2 Treasurer Elect), Paul Ullucci D1

I. Call of Order (8:02pm)– Diane Sartanowicz

II. Secretary's Report – Jennifer Semle

A. *EATA Executive Council Meeting Minutes*

Motion: Jim Thornton motions to accept the January 2011 EATA Executive Council Meeting Minutes. Seconded: Charlie Thompson. Vote: Unanimous minus Paul Ullucci

Approval of January 2011 EATA Executive Council Meeting Minutes

B. *EATA Business Meeting Minutes*

Motion: Tanya Dargusch motions to accept the January 2011 EATA Business Meeting Minutes. Seconded: Joe Scott. Vote: Unanimous minus Paul Ullucci

Approval of January 2011 EATA Business Meeting Minutes

III. Treasurer's Report – John Furtado

Motion: Bob Ward motions to accept the February 2011 EATA Treasurer's Report. Seconded: Tim Weston

A. Registration Income (page 2)

1. Donations – received all donations paid in full at this time
2. Exhibitors – did not change (\$5,974.50+)
3. Registration - \$115,555.00 total/\$121,465.00 budgeted

Since our business meeting – one additional person added to workshop #8.

4. Cash – only 3 people paid in cash
5. Credit Card – majority of transactions – encourage more in future
6. Workshops – significant drop in numbers – (\$3975.00)
 - a. We needed 50+ to make the numbers

B. Further Income

1. Marriott Check for Scholarship Donation – Expecting \$1000 due to dropping our conference from their schedule for 2011.
2. Outstanding Reimbursement
3. Income remainder \$2,228.24

C. Expenses

1. Contingency – payment for the (\$2000/\$1500/\$1500)deposit for Foxwoods
2. Corporation Fee - same
3. Insurance
4. Frank George – one more year of payments
5. Office Supplies – Computers for Pres. Elect/Tres. Elect to pay for yet.

6. Storage -History &Archives - \$110/mo. For storage place – increased over time
 7. Conference – did not spend \$22,470.41 that we budgeted for – good! (Due to speakers gave back honorarium and lower cost for travel)
 8. Total Expenses - \$156,960.69
- D. Breakdown – did not have this in January Meeting
1. CD
 2. AV Breakdown (\$13,000+)– Does not include student program
 3. Awards – Pinky – Michael Goldenberg was taken care of in other categories
 4. Help – Tom Gorman
 5. Moderators – did not take travel money – only parking
 6. Catering - \$47,000 budget/\$43,000 usage - \$40,000 was our guarantee but did not including the taxes/grats. (\$36,000 without the Cramer etc - which the Lowes included for us!) Banquet was less – due to discounted price per plate. Guarantee does not include the service charges and taxes – just the basics. Exec Board – Pres/Student
 7. Security – Lowes uses outside company – was lower in costs that’s what we expected
 8. Registration - Meals/per diem for Laurie/Brian/Susan. Internet-Lowes did NOT charge us anything.
 9. Research – June 30th has to be paid out by this time (Ann was having issue with her research getting finished on time)– Jan morning – Ryan is taking over officially
 10. Speakers – a good amt of the speakers gave back their honorariums. Local – not much travel
 11. Speaker Workshop – more expensive for hotel and travel
 12. Student program – big deficit! Saved on breakfast but overspent \$5,595.00 on AV and \$67.68 on hotel (aka AV-Quiz Bowl) 2 breakout rooms on the 2nd day becomes a BIG issue – Double AV costs! Plan ahead. EATA comps SD’s registration but their district pays for travel and hotel. Send out invoices to the District Treasurers after conference.
 13. Honorariums – one giveback
 14. Travel – Ex Board and Com Chairs
 15. Future Expenses – monthly fee PayPal, Merchant Solutions, Extra Space, May/June Mtg, 2 computers = \$9000 for next 4-5 months.
- E. Conclusions - \$5,541.17 cushion at this time (did not generate this year-has accumulated over time)
1. Accounts – as of Friday Feb 11 – back where we were 2-3 years ago in all 3 accts.
 2. Financial Plan – re-invest. 5% above plan in cash
 3. Research Grant- paid 1st installment 2nd is not due until date of completion.

As far as we owe money – 50% at time of award, 25% at time of research report, 25 % at time of EATA presentation. We should not make the payment until we receive proper following of directions.

4. Lowes - very pleased with service overall – no nickel and diming! Need better system in place with valet etc guidelines.

F. The FUTURE –

1. Contracts that are included - have to hit 800+ room nights min.
2. Parking – is high.
3. Technology – higher – only 2 wireless lines!
4. F&B- includes all but Collins Party. John – get menus with prices that would be great!

Discussion: TD-what happens if we do not make our contract – we get hit with fees! (\$5000-\$10,000) BW-Collins-can we include Wally's party in this if we have to? Invoice them. Budget Concerns? Contract for room block is a major concern. (1 comp room for every 40 rooms sold.) We need to be more creative with Student luncheon or breakfast. Vote: unanimous minus Paul Ullucci

IV. 2011 Post-Report – Diane Sartanowicz

- A. Surveys/evaluations-were all over the place. Kim wanted to know what our membership wanted but the surveys were all over the place.
- B. Hotel layout was funky – hard to navigate
- C. Exhibit hall / VIP area hallway too crowded. Dark building and was cold
- D. Parking - place information in the “frequently asked questions” sheet – highlight it in a few more places.
- E. Discussion:

BW- excellent job on the program CT- great program and hotel was excellent. Quirky things occurred that we can fix next time and brought up front to the front desk for reference. (ex: comps, parking etc) We will always have complaints regardless of the locations that we choose.

V. Committee Reports

Motion: Charlie Thompson motions to accept all of the written reports. Seconded: Tim Weston Vote: unanimous minus Paul Ullucci

A. Registration

Suggestions-heavier stock paper. Charge: Laurie Z. to get together with Paul U. – to iron out the quirks on her end. If they don't have an NATA# - the program gives them a #.

B. Student Program

1. Budget - Must adhere to a strict budget.
2. Auction (live or silent)-They wanted to auction off a football at NATA in June in order to fund their program. NO Chinese auction or raffles allowed!
3. IDEAS:
 - a. Bring in an item to be auctioned off at the NATA Convention w/o a cost factor.
 - b. Put football on EBay.
 - c. Wait until next year but they want the money in the student program earlier for next year's program.
 - d. Discussion: Weren't they looking to do a raffle next year at EATA? Where is the money going to go? For their program's budget? Is it for something “extra”. If the NATA will allow this, we need to have the logistical things

spelled out. Notification for EATA Student Program funding. What are the legal ramifications – gaming license needed? Raffle yes – auction not needed (a silent auction but not Chinese Auction - is really a raffle). Get more information, especially from the NATA.

4. Grass roots effort– allocating \$200. Challenge: Make a video to promote Athletic Training. Problem- NATA news – reads like anyone can enter – even someone from Nebraska. Need to have clear “guidelines” within the boundaries of the EATA since it is coming out of OUR budget? Or offer to any accredited program. Thought it was only an EATA thing?

Charge John Davis-to bring back our concerning points to the Student delegation prior to distribution of all messages. TD-Shouldn't we see what is in writing from the NATA and come back to us with our decision?

- C. Information Center – continue to make an effort to put on rolling CD/DVD
- D. Workshops – NASM sponsor possibility?
- E. Nominations - new committee chair – table to new business
- F. Site Selection – 2015 Bill VonLear/Kim Lyons
Right now – Borgata is off the table – we are too small.
Bill is going to Lake Placid at NY state meeting.
Bill has used all of his travel money for this year. Needs to be re-imbursed July

G. Research

Presented posters on SAME DAY – was not represented well this year. Place on two different time schedules ON SAME DAY. Always ask for 20 poster boards annually at all time = 40 total. Their Meeting (Sun morning) this year over-lapped with the free communication presentation. Do not want to overlap with free communications, research to reality etc.

- H. Exhibits – no changes – sold out!
- I. Sponsorships – associations to sponsor a talk.
- J. History and Archives – John Davis/Jeff Stone

Collins – agreed to house our historical stuff. Deanna-how to best use the materials.

Question-what do we want to give our members. Overall CD that continually plays to give an overview to our members.

VI. 2012 Program Report - John Davis

Medco- sponsoring Quiz bowl – “wings eating” contest to pull people up there and keep them there.

VII. Old Business

A. P&P Manual Changes - Charlie Thompson
Pres duties #18 deleted? MG-looks like a “to do” list, another check mark. DS-leave it, err on caution. Doesn't hurt to have another reminder.

Website – if nec need to make sure everything on CD. DS-maybe the wording should change a little. CT- language of the technological medium.

#7-technology – website people should handle this? MG-should be in there.

Policies (specific and must follow) –vs- procedures(suggestions) – separating these things out.

This should be done in sections and then vote on whole thing at end.

Articles in question (Split agreement and Article of Incorporation) – where are they and how are they stored? Safety deposit box?? Ask Stoney – he knows.

- B. Frank George Award Criteria – June Meeting

C. Bylaw Changes – put on website.

VIII. New Business

A. Next Executive Board Meeting - Schedule board meeting for May/June? In Buffalo or Boston?

Financial – Buffalo – we won't pay for room night. Boston – we will pay for rooms. We all have been in the Weston – minus John Davis. TW-Spoke to Paul – we need to go to Buffalo to be able to sell Buffalo. Here is what we saw and know. JF- we haven't been there in such a long time. We need to see what we can expect and report a vote of confidence to what we expect. BW-cheaper to fly there than to Boston. JD- what about meeting in a central location. JF-travel is our only expense I believe. Consensus is for our June Mtg in Buffalo. Schedule – May-June. 2-3 days mid week. Before the 15th of June - not June 8th.

B. Nominations Committee Chair position – Barbara Hemphill

Bob Ward makes a motion to appoint Barbara Hemphill to Chair the Nominations/Elections Committee contingent on her status. Seconded: Tim Weston Vote: unanimous minus Paul Ullucci

Adjourn: Charlie Thompson motions to adjourn. 10:15pm