

Cal-HOSA Meeting Minutes
Double Tree Hilton, Anaheim
DATE: Saturday September 9, 2017

CHAIR:	Chad Burry	CALL TO ORDER:	12:00 pm
RECORDER:	Sue Keppler, Region 4	MEETING ADJOURNED:	2:00pm aproximately
MEMBERS PRESENT:	<p>BOARD MEMBERS PRESENT: Chad Burry, Chair/Southern Industry Rep, Dr. Gustavo Loera, Chair Elect, Northern Industry Rep, Dean Medek, Treasurer/Region 1, Janet Kaehms, Region 2, Sue Keppler, Region 4, Simon P. Moore, Region 5, Jackie Valadez, Postsecondary Rep, Odette Boyd, incoming S.CA Industry Rep.</p> <p>EX-OFFICIO PRESENT: Cindy Beck, State Advisor; Carla Cherry, Coordinator; Dee Niedringhaus, competitive events, Simon T Moore, Student President</p>		
OTHER ATTENDEES:	Kelly Roe, State Officer Coach and Student Officer Observers		
APOLOGIES:	Angela Hefter, Treasurer/Region3, Ignacio Hernandez, Pathway Representative		
AGENDA	NOTES	ACTION	
Roll Call	Roll was called by State Advisor, Cindy Beck	Completed	
Secretary's Report	Board Secretary, Angela Hefter not present. Sue Keppler volunteered to take minutes. Member's read the previous board minute notes of March 2017. Motion to approve: Janet Kaehms, seconded by Dr. Loera.	Minutes Approved	
Treasurer's Report	<p>Board Treasurer, Dean Medek gave a summary of the Cal-HOSA's financials:</p> <ul style="list-style-type: none"> ▪ In summary in the black and projected to continue to be so. Ongoing issue of outstanding debt (5 chapters. 3 are affiliation fees, one that owes 50.00 for new advisor orientation, and one SLC outstanding) ▪ Carla stated Cal-HOSA is currently in excellent shape. Cindy asked if we owe any money - no. Approx \$700,000 in all accounts. ▪ Cindy said Carla is currently funded for one more year, but next year the board will have to pick up Carla's salary or replace her. Dean suggested we 	Motion to accept Approved.	

	<p>start to plan ahead for this (2018-19).</p> <ul style="list-style-type: none"> ▪ Carla added a note of caution re ensuring that there is a reserve to fall back on. Cindy gave an example that this year we have \$450,000 from CDE until June 30, 2018. The foundation (private funder) is generous (Carla’s salary and other) and increased membership has helped. Cindy recommended that the board needs to plan ahead re long-term solvency in the strategic plan. <p>Motion to approve: Sue Keppler, seconded by Odette Boyd. Cindy Beck recused herself from the vote.</p>	
<p>Annual & State Leadership Conference (SLC) Budgets</p>	<p>Carla Cherry, Coordinator presented a summary of both budgets:</p> <p><u>Annual</u></p> <p>Members had been requested to read them prior to the meeting. Cindy asked for clarification on the red and green highlighted lines. \$679,575.07 income and \$327,282.73 in expenses. - Net Income was \$352,292.34. Estimated income for 2017-18 is \$894,676.00 Earmarked expenses not reflected in the report. Odette Boyd asked a question about marketing for new members and if there is a plan for that. Cindy Beck responded, SO’s social media, regional and local recruitment via chapters and new schools/pathways/academies and so on. She asked if we have a marketing plan. Odette said she thought a marketing campaign may help. Gus spoke about diversification. In terms of promotion will increase awareness in N. CA. Meeting w the Steinburg Inst., where HOSA will be discussed. Jackie Valadez added the need for marketing materials for chapters. Gus Loera added that he will look at a committee for this and how that can be addressed through the strategic plan. Cindy added that \$14 m was pumped into the (education) system and that a recommendation to include leadership through CTSOs over the last 3 years has bolstered some of the CTSO membership numbers. Caution, re the sun setting of those grants as it’s not yet known what will be in place, or offered to schools to keep involvement high. Kelly Roe asked for clarification as to what the reference to SO Coach and Trainer were. Cindy replied that it relates to the current coach and trainer. Motion to approve the annual budget - Simon P. Moore, seconded by Dean Medek. Cindy Beck (no vote) recused.</p>	<p>Motion to approve the annual budget approved.</p>

	<p><u>SLC Budget Carla continued.</u></p> <p>The SLC budget sheet was listed under categories of Registration materials, Fee for Service Stipends, Competitive Events Program, Events: Chad Burry noted a correction to be made re the Middle School YouTube video. Jackie Valadez asked who HOSA Village was provided by. Cindy said it is an open bid process and there was only one bid last year. 30th anniversary: items were a one off for last year. Income from the anniversary pin went to NAMI. Facilities: Convention Center is high, but Carla explained there will be rebates. Technology: Carla said the AV cost is always high. Supplies/SLC Equipment, Lodging/Travel/Food, JUMP, and Scholarships/donations: HOSA store income goes into scholarships. Have \$6-8,000 in back claimed scholarships. Simon asked about the listed amounts and if they are the same each year. Carla explained that some are and some not.</p> <p>Gus Loera asked for clarification re the donation to NAMI, and whether donating again. Simon T. Moore said the officers are recommending a similar fundraising activity such as the “fanny packs” take place. Gus asked if NAMI had said how that money was spent and how they could give back to HOSA e.g. restricted to sponsor some students to attend the NAMI conference, or go towards an award for behavioral health. Cindy said she had spoken with NAMI and they said they would be putting it into student services. Simon P. Moore said his students had raised concerns as to how NAMI allocate funds.</p> <p>Carla added that the budget projections are low - moderate: Income \$405,600.00 and expenses \$191,849.00 Motion to approve as corrected: Dean Medek and second by Sue Keppler. Cindy Beck (no vote) recused.</p>	<p>Motion to approve the SLC budget approved.</p>
<p>State Officers Report</p>	<p>State President, Simon T. Moore gave the State Officer Report: He said the officer’s have a program of work has 4 main goals:</p> <ul style="list-style-type: none"> ○ To educate chapters on how to involve them in NAMI, ○ Encourage more HOSA members to apply for State Officer positions, ○ Successfully pilot YouTube live sessions, and 	

	<ul style="list-style-type: none"> o Spread awareness of NAMI through social media • Simon T. Moore said that hits are increasing on all of the SO social media platforms. They will be posting 10 second ads for the live sessions, and want to create some themes for days of the week. Jackie suggested that they look at promoting cross chapter communication through swapping chapter social media accounts. • SO's want to raise money for NAMI, and requested approval from the board to create a video to play at the beginning of SLC as per meeting on Friday. They are also thinking about asking for support for their fundraising from current NAMI involved celebrities, such as support through a video thanks. Cindy noted that this would need to be screened, so if board in agreement, would be subject to CDE approval. Gus suggested a list of potential celebrities be compiled for CDE approval NAMI activities and NAMI walk will also be promoted at RLC's. • An interactive RLC activity had been proposed at the planning meeting on September 8, 2017. The officers are asking that all chapters bring a picture of their chapter to RLC. The picture will also have social media info for the chapter on it. The SO's will then collate the pictures. • To help with SO recruitment the officers are creating a study guide for SO candidates. • San Fran49ers - waiting for logo and link. 	<p>All agreed students can move forward with compiling a list of NAMI celebrities to submit to CDE for approval to contact their manager as part of their NAMI fundraising goal.</p> <p>A picture template will be issued for RLC</p>
Competitive Events Report	Competitive Events Director, Dee Niedringhaus reported that the following competitive events are being added this year for SLC: Epidemiology, which has an online test. Medical Reading for JUMP (online), plus Extemporaneous Poster - which will need a room. Jackie asked when Dee will send out the notice to chapters.	Cindy suggested a fact sheet be sent out to regional reps for RLC.
New Business	Board positions open: Chair Elect, Secretary, Treasurer - Cindy asked if any volunteers. Odette asked what the duties of the Chair elect are. Duties explained and Gus added that he is keen to look at long term sustainability and the wider scope and purpose of HOSA, not just competitive. He said he expects the Chair elect will be involved in the ongoing development. Odette volunteered. Simon P. Moore volunteered to be Treasurer, Sue Keppler for Secretary. Motion to approve all	Motion to approve all three positions Approved.

	three - Janet Kaehms, and second by Chad Burry.	
	Contract - Cindy said a vote was needed to accept \$200,000 from CDE, all agreed. Proposed projects as discussed at the planning meeting: Middle School, Mental Health and Conference Speakers. Motion to approve: Sue Keppler and second: Dean Medek.	Motion approved.
	<p>Program of Work: <u>Store Expenses</u> Cal-HOSA will take expenses out of revenue re the store before donating income raised to scholarships.</p> <p><u>SLC Locations 2019 and 2021:</u> 2019 is already confirmed as Sacramento 3/28 - 30 at the Sheraton and the Hyatt due to construction starting on the convention center 2021 - Sacramento 3/25 - 27</p> <p>Motion to approve Dean Medek and Second: Simon</p>	Motion approved.
	<p>Committees Leadership: budget to be brought to the next meeting, as the purpose of HOSA and it's scope will be addressed in the strategic planning process, to ensure messaging is clear, that SLC isn't just about competitions but is a leadership conference.</p>	Tabled as pending
	<p>JUMP Time of awards and permission to leave early - Motion put forward by Sue Keppler, second by Dean Medek to allow JUMP members to be given permission to leave Grand Awards once their section is completed. Discussion focused on the fact that they are full members of HOSA and should follow all of HOSA rules. Cindy made the recommendation that it's not appropriate, as it may set a precedence for other chapters wanting an opt out to leave early. Question asked about being able to stay one night, which they can, but some districts won't allow overnight stays for middle schools. Chad commented on consistency, as they are now full members</p>	Motion not approved

	<p>of HOSA. Kelly spoke about the full experience, which is why the JUMP separate awards session was discontinued.</p> <p>Motion to allow JUMP to compete at ILC put forward by Sue Keppler, and seconded by Cindy Beck.</p> <p>Dress Code: as middle school membership now acknowledged by National HOSA a motion to allow JUMP students to wear a modified uniform at SLC of Navy dress slacks or skirt, white shirt or blouse, and black dress shoes and no jackets or ties; and for full uniform at ILC was put forward by Sue Keppler, and seconded by Dean Medek. Clarifying question asked about about the Jackets by Odette.</p>	<p>Motion approved</p> <p>Motion approved</p>
	<p>Alumni Representative Position on the Board: A motion to create a new board position of Alumni Representative as a full voting member was put forward by Cindy Beck and seconded by Sue Keppler.</p>	<p>Motion approved</p>
<p>New Board Installation:</p>	<p>Thanks to Chad for his hard work as Chair, and appreciation of his work and ongoing support for Cal-HOSA given by Cindy.</p> <p>Gus thanked Chad, formally accepted the chair, and adjourned the meeting.</p>	



9/9/17

Sue Keppler
Secretary, Board of Directors
Cal-HOSA Inc.

Date