



BOARD OF DIRECTORS MEETING
June 30, 2011
Miami, FL

TO: Board of Directors
Group A Members
Group B Members
Group C Members
Committee Chairpersons
Other Interested Parties

From: Ms. Sherrie Wilson, Secretary

I. CALL TO ORDER

MEETING CALLED TO ORDER BY PRESIDENT LANCE NADING AT 10: 08 AM and a quorum was established.

II. ROLL CALL OF THE BOARD OF DIRECTORS

Jose Rodriguez, USA Judo CEO
Lance Nading, USA Judo President
Ken Bellmard, USA Judo Board Member
Leo White, USA Judo Board Member
Noboru Saito, USA Judo Board Member
Jason Rivera, USA Judo Board Member
Gail Stolzenburg, USA Judo Board Member

III. ADOPTION OF THE MINUTES

Tabled pending changes from the Board.

IV. REVIEW OF THE STATE & CLUB REBATES

Correction of the minutes from the prior meeting was discussed. A discussion to review the state rebate plan as reflected in the last meeting minutes ensued. It was explained the purpose of rebating to the clubs rather than to the states is to increase the membership to USA Judo overall. It was reiterated that the membership is up. The issue will continue to be reviewed, however, it was agreed that the rebate should continue to be \$5, under other circumstances with smaller states that have under 500 members, the rebate will go directly to the clubs and the state will not be rebated.

It was agreed that the membership structure for USA Judo is far lower in cost than it is in comparison to other NGB's. It was recognized that there are many people at clubs that are not registered and this program will assist with motivating clubs to get their members registered. Tournaments are the primary source of

United States Judo, Inc.
June 30, 2011

registration even at the local level. The plan is that a \$5 rebate goes to registered clubs, for current Group B member States, if they have over 500 members, the state will be rebated \$3 for each member. This structure is only in effect for full paying members, not for those that register with a member special. The selection of the \$3 and \$5 payments were based on review of the current numbers.

Increasing membership dues was included as a point of discussion for the future. It was clear that USA Judo must provide education for the members so they understand the value of the membership and the secondary insurance. Reviewing the club dues structure was also briefly discussed and that fact that USA Judo has 280 clubs and this number is increasing. Auto renew of the membership was also discussed as an option that should be considered and introducing this concept to the club. Through our new notification system the renewals have increased. The renewals notifications also go to the coach so they can see who is renewed and they can view all their athletes on the computer.

GAIL STOLZENBURG MADE A MOTION TO RECOMMEND TO THE STAFF THAT A REBATE BE PAID TO USA JUDO REGISTERED CLUBS AT THE AMOUNT OF \$5 PER ATHLETE. FURTHER, STATES WITH LESS THAN 500 MEMBERS WILL NO LONGER BE GIVEN REBATES FOR THEIR MEMBERS, HOWEVER, GROUP B REGISTERED STATES THAT HAVE OVER 500 MEMBERS BE GIVEN \$2 PER MEMBER. MOTION SECONDED BY KEN BELLMARD. ALL APPROVED

DISCUSSION: The discussion of impact on the USA Judo budget and how to roll out the new plan to the membership was reviewed.

V. CEO REPORT

The membership numbers continue to grow. This month USA Judo finished at 35-36k. Sanctions are down. Rank and Promotions have also stayed high. We are continuing with fundraising. While we don't get a lot of large hits, we are getting several smaller hits and continue to work at this and make progress.

Our athletes are right on target. The High Performance Director and the Olympic Coach have been asked to focus after this month of July to focus high performance funds on those that have a real chance at qualifying for the Games. If we don't do that we will fail to provide. On August 8, USA Judo will present to the USOC a presentation on how we will manage the senior high performance elite and well as U23. The U23 program has produced a high majority of our current top athletes.

We will be introducing a U17 program to them. The goal is to go deeper into grassroots and ask for the USOC to assist with this endeavor. USA Judo will also look at junior regional training sites who have been able to produce juniors. This way we can recognize our strong junior coaches and provide them a designation that will help them to grow our under 17 program. This will go hand and hand with what the IJF is doing and we must mirror what they are doing to stay competitive. The plan to the USOC will be a 5 year plan.

A few new things have been created that will need Board support. An artist was commissioned in town to create sculptures of our top athletes. The first two are Kayla Harrison and Nick Delpopolo. Next you will see Marti Malloy, Travis Stevens and Michael Eldred being created. We have named the set Celebration of Athletes 2012. The statues are large and impressive and can be used as a fundraising tool for our athletes. There will be 21 statues in each set. The athlete can make up to \$21,000 off of this if these are sold to their fans or family members. USA Judo will only keep what our cost are. We would like this to be utilized as a fundraising tool for them. We will be giving the Mayor a statue today and we will also be giving one to the USOC to put on display in the Visitors Center.

We have also created professional folders for use by the organization. This will help us when we approach sponsors or have special events. Along with our logo, we have the Olympic rings on the folder and this really sends a strong message. We have also put together a possible poster with shots from the World Championships.

CEO, Jose Rodriguez reiterated that they have not turned down any athletes that have given then request for assistance. This is difficult because we also need to know our athletes well and who is capable of competing at what level. We are working hard to reduce the debt so that we can do more for our athletes in the future.

Two recommendations were made for when working with the USOC. First, to stress that women's judo is growing and our top female athletes is both presentable and athletic. USA Judo should stress that we can capture this and properly market it. Second, USA Judo should commit an amount of money to developing a 30 minute highlight video on our top 5 guys going into the Olympic Games and work to get it on to Versus. BBC did cover the Miami World Cup and had a significant piece on the event.

A discussion ensued regarding concussions and it was discussed that recommendations should be made from the professional medical community in this area and we will pursue training based on recommendations. CPR certification will be offered at the national championships to our coaches.

VI. AUDIT AND FINANCE REPORT

Gail Stolzenburg gave the report from the Audit and Finance Committee. The paper report was provided to each member of the board to review.

MOTION BY GAIL STOLZENBURG TO APPROVE THE AUDITED FINANCIAL STATEMENTS FOR YEAR 2010. KEN BELLMARD SECONDED MOTION. ALL APPROVE, MOTION PASSES

VII. 2012 SCHOLASTICS, PA

USA Judo has a strong submittal from York, PA regarding hosting the scholastics. A complete itemized list of what is being provided to USA Judo was provided to the Board of Directors. The distance to the airport was discussed. There are three airports near the venue. The airport is competitively priced and the hotel is reasonably priced. A discussion ensued regarding the memberships approval of the location, though it was well attended previously, the Board believed it was in the best interest of the membership to seek locations which are larger cities and more centrally located. Distance between the airport and the hotel is often an issue. It was determined that other possibilities for a host city would be investigated and CEO, Jose Rodriguez would report back to the board.

VIII. MEETING ADJOURNED

The meeting was adjourned by President Lance Nading at 11:48 AM