

USA National Karate-do Federation  
Board of Directors Meeting

January 28-30, 2011  
Chicago, IL

Attendance:

Directors: John DiPasquale, President  
Phil Hampel  
Tokey Hill  
Cheryl Murphy  
Clay Morton  
Roger Jarrett  
Timothy Howell

Via Phone – Alex Miladi, Doug Stein

Staff: Luke St. Onge, Chief Executive Officer (January 29-30)  
Jake Lease, Corporate Secretary (January 29-30)

The Board met in Executive Session January 28 and 29

The Board closed Executive Session January 29 at 4:00pm CST

MOTION by Mr. John DiPasquale – The USA Open mailing be handled and sent from the ISKC office in Chicago

SECOND by Mr. Phil Hampel

APPROVED (unanimous)

MOTION by Mr. Timothy Howell – The North American Cup be an non-funded event in Non-Pan American Games years

SECOND by Mr. Roger Jarrett

APPROVED (unanimous)

MOTION by Mr. Alex Miladi – Club Membership Committee to meet and report back to the Board on recommendations for a program by the end of February

SECOND by Mr. Hampel

APPROVED (unanimous)

MOTION by Mr. Clay Morton – Recommendations for rule changes can be submitted by both the Technical Committee and the Referee Committee for the Board's consideration and approval

SECOND by Mr. Howell

APPROVED (unanimous)

SUMMARY OF ACTION

The following actions were approved by the Board of Directors

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- 1) The USA Open Mailing will be handled via the ISKC office
- 2) The North American Cup will be a non-funded event in Non-Pan American Games years
- 3) Club Membership Committee will meet and report on a club program
- 4) Both the Technical Committee and Referee Committee can present proposed rule changes to the Board

2011 Strategic Direction Notes taken by Mr. Phil Hampel

Financial Control

- All contractual obligations need board approval
- For the next 6 months all checks must be cosigned with a Board Member Tim Howell
- Follow P&L structure laid out by Tim
- Minimum 90 day review of actual financial position prior to team travel
- Finalize the budget
- Budget Committee – Tokey, John, Clay, Phil, Tim
- Budget and event review post events
- Board Approved Pie Charts of revenue/expenses to be posted on the website
- Financial control implemented over the day memberships and ASO Championship memberships

Financial Milestones

- 10% Growth in revenue \$81K
- Gross Revenue \$900K
- Net Income – 5% - \$45K
- Enforce white shin guards for all non WKF divisions providing manufacturer can supply
- Raise event fee \$5 per event
- Add a \$90 admin fee for coaches and staff for Juniors
- Min - \$15 room rebate at national venues
- Ceasers room rebate minimum 10%
- 10% increase in individual membership
- Merchandise revenue \$60K net
- Corporate sponsorship \$50K net
- Zone Championship Revenue – \$15K net
- Club membership recover 80 of the lost clubs

Team Selection

- Fight off 3rds
- Team selection newer fighters need to compete in the open to see how well they could fight in team
- Athletes want training camps
  - Regional camps
  - Should be included in the zone championships
- Data collection database
- Posting the events and event information on the website
- Warmups acquired in advance – Keep same design for several years.
- Jr trips 4 funded coaches – volunteer coaches