



GOVERNING BOARD PACKET

23 September 2013

Room 227/228
Miami Beach Convention Center
Miami Beach, FL

setting high standards of
scholarships, educational efforts and information exchange
achievement for those in the
linking professionals from diverse areas of professional focus
hospitality industry
development and funding, operations to design,
architecture and purchasing, manufacturing to
sales, marketing and communications

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NEWH, INC. GOVERNING BOARD MEETING AGENDA

23 Sep 2013
Room 227/228
Miami Beach Convention Center
Miami Beach, FL

Please arrive having read the BOD Meeting Packet, they will not be read during the meeting

Board of Directors Meeting

Thursday 24 January 2013

12:00 pm – 4:00 pm

Executive Committee	Julia Marks Trisha Poole Stacey Berman	Judy Regan Andrea Thomas Tina Lockwood	Cynthia Guthrie Philip Byrne Dina Belon	Christine Tucker Lynn Fisher Helen Reed	Anita Degen
Board of Directors	Susan Burnside Mary Ann Thornam	Meghan Bazemore Andy Schaidler	Christopher Hahn Bryan Adcock	Leigh Mitchell Adrienne Pumphery	Michelle Finn Deborah Herman
House of Delegates	Andrews, Cindy Bauxmont-Flynn, Cray Beelaert, Mark Brinton, Julian Cannon, Alicia Coleman, Valerie	Coy, Benjamin Diaz, Fernando Doolittle, Kory Engert, Lara Grubb, Kate Gutowski, Karen	Hegstad, Scott Hill, Schaeffer Hoegler, Lori Howell, Katie Johnson, Brittany Koller, Natalie	Loux, Jennifer Murray, Matthew Nasberg, Marc Peck, Melinda Raphael, Ginger	Rauen, Stacy Schaffer, Todd Sims, Andrea Spran, Lora Vaughan, Vanessa

12:00 pm	Call to Order	Julia Marks
12:05 pm	Establishment of Quorum - Presentation of Minutes and Motion to Accept	Stacey Berman
12:10 pm	President's Welcome - Introduction of Guests	Julia Marks
12:20 pm	Financial Report	Judy Regan
12:25 pm	NEWH Corporate Partner update	Cynthia Guthrie
12:30 am	NEWH Regional Tradeshow updates	Philip Byrne
12:40 am	NEWH Hospitality Conference 2015	Leigh Mitchell
12:50 pm	Scholarship - Upcoming deadlines for submittal - Awards at Gold Key Awards Celebration - ICON Tribute Book	Andrea Thomas
1:00 m	International Updates	Lynn Fisher/Christine Tucker
1:10 pm	Sustainable Hospitality/ Green Voice	Dina Belon
1:20 pm	Marketing update	Trisha Poole
1:30 pm	Collection of Ballot/Break / Group Photo	
1:45 pm	Breakout Sessions - Goal setting for 2014 – 2015 – What's Important - Mentoring – Getting New Industry Members Involved - NEWH Magazine	Leigh Mitchell Judy Regan Stacy Rauen
2:30 pm	Break	
2:50 pm	New Business	
3:20 pm	Special Election Discussion	
3:35 pm	Introduction of 2014-15 Executive Committee	
4:00 pm	Motion to Adjourn	

NEWH, INC. GOVERNING BOARD MEETING MINUTES

14 May 2013

Mandalay Bay Convention Center, Las Vegas, NV

Executive Committee	Julia Marks Trisha Poole Stacey Berman Judy Regan	Andrea Thomas Tina Lockwood Cynthia Guthrie Philip Byrne	Dina Belon Christine Tucker Helen Reed Anita Degan	Lynn Fisher Shelia Lohmiller
Board of Directors	Mary Ann Thornam Christopher Hahn	Meghan Bazemore Bryan Adcock	Leigh Mitchell Adrienne Pumphrey Michelle Finn	Chairs: Susan Burnside Andy Schaidler
House of Delegates	Andrea Sims Kate Grubb Schaeffer Hill Fernando Diaz	Karen Gutowski Jonathan Kaler Alicia Cannon Stacy Rauen	Matthew Murray Katie Howell Vanessa Vaughan Mark Beelaert	Lora Spran Ginger Raphael Cindy Andrews
Guests	Hope Case (LV) Cinnamon Alvarez (LA) Stephanie Thompson (North Central) Shayne Bratz (Northwest) Lori Hass (San Fran)	Scott Pope (Toronto) Lynn Fisher (UK) Julian Brinton (UK) Cheri Bargaen Staff/NEWH, Inc.: Julie Buntrock Nicole Crawford	Steering Committee: Kevin Hancock (NE) Karen Appert (N.Carolina) Christine Wasmer (OC)	Stephanie Carmody Louise Ross Pedro Lopez Leslie Temples
Not in Attendance	Lee Brotsker Benjamin Coy Jacob Cross Deborah Herman Scott Hegstad (AZ) Susan Crowder (AZ) Lori Hoegler (Atlanta)	Jennifer Loux (Atlanta) Carole Roach (Atl City) Kristin O'Bara (Atl City) Marc Nasberg (Atl City) Todd Hilt (Chicago) Lara Engert (Chicago) Sta- cy Elliston (Dallas)	Sarah Pellegrin (Houston) Kory Doolittle (Houston) Cray Bauxmont-Flynn (Vegas) Amy Jakubowski (NY) Brittany Johnson (No Central) Candice Spicer (RM) Lisa Ghai (South FL)	Natalie Koller (South FL) Todd Schaffer (South FL) Marissa Colli (Sunshine) David Tracz (DC) Chris Kitteridge (Vancouver) Shari Perago (Virginia)

**Officers and Directors have a vote House of Delegates do not.*

The meeting was called to order by President Julia Marks at 8:00 am. Secretary, Stacey Berman, took roll and a quorum was established. The minutes were presented and a motion was made to accept the minutes as presented.

I, Judy Regan, move the minutes be approved as presented.

Motion seconded by: Dina Belon

VOTE COUNT:

YEA: 16 NAY: 0 ABSTENTION: 0

STATUS OF MOTION:

Carried: Defeated:

President – JULIA DAVIS

Discussion:

- Welcome to Las Vegas
- Membership and corporate partnership is growing
- Great feedback from meeting with corporate partners last night, great ideas
- Thank-you everyone for your time and support
- Almost sold out of corporate partner opportunities, we decided to limit slots last year, 2 openings for major level benefactor and supporting sold out, this is a big thing for us
- NEWH has value, when you're at chapter events don't forget the value we bring to the industry
- Promote the value of NEWH and our corporate partners
- Just shy of \$3 million mark for scholarships, congratulations, we should hit the \$3 million mark this fall, share the excitement with membership
- At strategic planning we discussed what awards we offer and target that we are making this known what each award is about
- Ray Anderson is the next recipient of the ICON of Industry award, he passed in 2010, his family will accept on his behalf, driving force of sustainability in the hospitality industry for Interface Flor, award given at Gold Key reception in New York, scholarship recipient announced at this event, be sure to join us
- Joyce Johnson award, chapter level award of excellence, not to be confused with the International Award of Excellence given at the Leadership Conference every other year
- Joyce Johnson award is given by chapter president at their discretion, the award is a piece of art purchased through NEWH Inc. office (approximately \$400), hand blown glass art award comes on wood base with name/chapter/year/etc. amazing piece of art for the

- home/office, it is a true honor to receive this award, it can be given to anyone in the chapter to someone that has done an exceptional job, handle it as an exclusive award, it's not something that the chapter has to award
- NEWH Award of Excellence given at Leadership Conference, someone that has been in the industry for 20-years, nomination is sent out to entire membership, this is not a chapter level this is at the international level, submit your nominations when released we want your participation
 - Award needs to be for a current NEWH member
 - Angel Award discussed at strategic planning, idea is to award a manufacturer's representative, someone you truly felt goes above and beyond through volunteer or financial support on a Chapter/Regional Group level
 - This idea is still in the process of being created

Discussion-Angel Award:

- Idea stemmed from older LA Galas and the crystal heart award, it was the concept behind the thought, you don't need to be a member, the idea was to recognize the contribution and help
- Representatives sponsor events and are overlooked many times, they do a lot of work and are overlooked, think about those people that we're missing
- Julia Will put on the list to do to obtain a better description and options with this award
- The crystal heart was meant for someone that goes over and above for your chapter
- If you have ideas for this please let Julia know
- This would be an exclusive honor to someone truly deserving
- Is it wise to differentiate by profession?
- It doesn't have to be based on profession
- The important thing is to write the criteria appropriately and state what type of person we're looking for so that we're not overlooking someone, make it a great opportunity for someone that might get overlooked
- Joyce Johnson award is a President determined award only for outstanding service going over and above for the chapter, someone who is always there when you need them
- The Angel award can be for anyone, example if you're doing an event and you have no support and someone steps in and says here make it happen
- The Angel award doesn't have to be specific to a vendor, there's students, vendors, designers, etc.
- We will clarify this more and put it in writing so everyone can share with their chapter

I, Trisha Poole, move that the bi-annual Award of Excellence be given to ONE person, that can be either male or female.

Motion seconded by: Cindy Guthrie

VOTE COUNT:

YEA: 17 NAY: 0 ABSTENTION: 0

STATUS OF MOTION:

Carried: Defeated:

Discussion:

- In the past the award was given to both a man and a women we'd like to recognize the difference in gender but to truly just give the award to who deserves it, will award 1 vs. 2 awards

Questions:

- Is this award solely for Chapters or can Regional Groups participate?
- Yes open to Chapters and Regional Groups

VP/Finance – JUDY REGAN

Discussion:

- LA chapter has a misprint in the report
- Pleased that chapters have gotten online with First Enterprise, makes it so much easier, questions can be addressed, the Inc. office can assist, makes it easier for the Treasurer, takes the guessing work out
- Sometimes it's hard to obtain a Treasurer especially when they ask for your driver's license and social security number, when that's all that you need to do and it's required it makes it easier
- Advice given and taken that financial information should be on a separate computer, a simple computer that only does the financial piece, we will have one for each chapter for financial use only -Simple laptop without software, you can connect with your bank then shut it out, will help with financial fraud and identity theft

VP/Development – CYNTHIA GUTHRIE

Discussion:

- Thank-you to everyone involved on the discipline calls the chapters have done a great job welcoming anyone that is a corporate partner at their events, signs are going up, recognition is being given, thank-you chapters for your hard work
- Many compliments from corporate partners
- Great chapter events

Julia Marks:

- Arteriors Contract, iWorks, Justice Design, Richloom Contract...welcome our new corporate partners
- Stop by their booths and thank them for their support, they appreciate it
- 2 Patron levels open

International Relations | Canada – CHRIS TUCKER

Discussion-Chris Tucker:

- Business and membership is good
- Vancouver has great parties with people in attendance but no new membership
- Vancouver has larger attendance for events than Canada but less members and people don't want to join
- Toronto is doing well, good President
- Thank-you Susan for joining IBOD
- Working on helping with Vancouver
- Possible event in June, helping with that, going to the East

Questions:

- Louise Ross Dallas: Two cities one has members wanting to come one has hesitancy, what are the reasons why?
- Chris: Vancouver loves to attend, they don't want the commitment. Vancouver wanted to be a chapter, they misunderstood that students don't count for the membership totals, many students were not participating, they had mass amount of students and maybe 26 members, they're less interested in members and more interested in putting on programs, they have no problem obtaining sponsorships from companies that are not members
- \$10-\$20 variance in member/non-member pricing
- Anita Degan: Having attended some of their early events, they struggled with people understanding the value of NEWH and membership, the more we can promote and explain the value and what comes along with it the better Vancouver will be
- Susan Burnside: Vancouver is awarding a scholarship this year
- Julia: Option to do member only events to encourage new membership, many chapters have had success with this

International Relations | United Kingdom – LYNN FISHER

Julia Marks:

- Welcome Julian Brinton and Lynn Fischer who came all the way from London

Discussion-Lynn Fisher:

- We have groundbreaking excitement that a male will be President
- Tie up with the College of Art; it was our main fundraising event, this year it is sponsored by Electric Mirror
- This year a 2nd fundraising event in Chelsea Harbour, largest design center in Europe, free of charge to hold the event
- 300-500 people please ask Julian for details
- Our scholarship will be raised by a significant amount
- In the UK we are a stand-alone chapter; we have to fund ourselves due to tax laws
- With the 2 events, we can give out 3 scholarships to people who are suffering hardships within our colleges where it's applicable to our industry
- With membership we've had a huge increase, thank-you to our corporate partners for their support to our chapter

Membership | CHRISTOPHER HAHN - International Expansion

Asian Expansion-Christopher Hahn:

- New to International Expansion opportunity
- Idea of Hong Kong Chapter
- Viewed the work done by Shelia and Julia
- Looking at US schools with sister schools in Hong Kong, what are the interior design companies that have a created opportunity or relationship
- Is Hong Kong the right market is their the supply and demand for scholarship and is it difficult to set up a non-profit in Hong Kong or is it more feasible to go to Shanghai or Singapore
- Hong Kong is the right opportunity, the fees are nominal to get the process going
- Similar to how the UK was set up
- Confirming verbiage and how we will present ourselves
- Graphics design school, many good opportunities to target for scholarship
- Contacted professors of US Organizations, no professor has created a swap program or sister organization, that was surprising
- We will be setting a standard for scholarship for young design students, only societies exist with professionals that get together but don't organize as much
- We need to be a registered company in Hong Kong
- It's a young design market
- Marketing people are on board to support the idea
- Coordinating with Lynn and Julian and process paperwork with Inc.
- Need a list of everyone's employee's in Hong Kong, please share your contacts so we can build our master list

- Hoping for great news to report in September
- HD Asia was weakly attended, lacked passion, needed to align educators to receive scholarships, this opportunity will inspire to engage the design community

Comments:

- Shelia: Cal State Pomona at Hospitality Management has a sister school in Hong Kong
- Trisha: Take TopID list and use their resources
- Shelia: Went through Google and added all design firms in Hong Kong to database, will send list to Chris
- Julia: Exciting for our members as they travel, this makes for more networking opportunity, when you travel you have friends you can meet up with and expand your opportunities, this is an amazing venture for NEWH and our membership

Leadership Conference – LEIGH MITCHELL | NEWH Conferences

Discussion:

- Dallas location for 2015 Leadership Conference
- Before Dallas Conference in LA
- Dates Wednesday/Thursday/Friday or Thursday/Friday/Saturday, still determining
- Fairmont in Dallas is the top pick for location, no contract signed as of yet

Julia :

- Congratulations Dallas we're excited to join you with this event
- Leadership conference in San Francisco doubled in attendance, sold out and quite a surprise
- Congratulations to everyone that made Leadership such a success
- Approximately over 400 in attendance

VP/Sustainable Hospitality – DINA BELON | ADRIENNE PUMPHREY - Sustainable Hospitality

Discussion:

- Aligning ourselves with multiple conferences
- Green Voice sessions at HD Vegas
- Green Voice luncheon
- 2nd year at HD with Green Voice sessions, raised our profile putting us as a leader
- New logo for Green Voice
- Sessions at 10:30 and 2:30 Wednesday and Thursday, one half hour with interviewer asking questions, on tradeshow floor, audience can ask questions, engaging and short sessions
- Some of the topics are: Mark Westneat discussing scientific information of developing coastal property development, Adrienne Pumphrey talking about sustainable branding, JoAnna Abrams sustainable supply chain, David Tracz Sustainable design process
- Green Voice Luncheon at Noon with scholarship recipient and Green Panel, about an hour of the 5 experts discussing their expertise and how they look at the same topic, you can still sign up to attend
- New sponsorship available, Green Voice \$10,000 annual sponsorship, sustainable focused, please let us know if you know of anyone that would be interested, 4 spots available

Julia:

- Take time to stop by and participate in the conversations, the Sustainable committee has been working very hard at making these events a success, take the time to share in them

Regional Tradeshow– Bryan Adcock | Philip Byrne - VP/Events

Discussion (Philip):

- Tradeshow continue to be a main source of revenue for NEWH
- Thank-you Inc. level, vendors, attendees, it's an amazing success
- Started off in San Francisco
- Minneapolis and Seattle left for 2013 (in October)
- 2014 calendar is full, working on dates, will be going back to 6 starting with LA in January
- 2015 calendar (Dallas January in conjunction with Leadership Conference) is wide open, if there is chapter interest please let Jena or Bryan know

MARKETING – TRISHA POOLE | President Elect

Discussion:

- In the process of transition
- Marketing template to be put in place
- Ensuring that the plan is in place, influence from incoming President to review and decide what the team and IBOD should focus on
- Will be revisited when strategic planning is held
- Great way to keep marketing moving

- Preparing for ICON solicitation, need help in supporting the Tribute Book
- TopID
- Busy time with ICON and TopID
- TopID to be announced in November at NY show
- Target Leadership in advance, talk to your chapters and explain the investment of the conference, let sponsors know what's coming up, look at chapter budget
- Let your sponsors know the opportunities for Leadership as soon as possible so they have it on their calendar
- If you're interested in getting involved in marketing please let Trisha know

Julia Marks:

- Many of you participated on a conference call with our website coordinator
- Showed a snapshot of the homepage
- Thank-you for your patience, project should be complete within the next 6 weeks or so
- We will keep you posted on the updates
- We're excited to see the new look thank-you for the feedback
- It will be a living site with changes and a great resource tool
- Shelia: Going to try to make the site a true hospitality hub

TopID:

- You can nominate 3 of your top design firms in your area, selected by your board, they have to be members, written criteria goes with the form, each firm fills out, they must submit photography, the goal is to bring the highest level of design to the chapter and to the board
- Go through their websites to view their work, judge on how much they contribute to the chapter, that's part of the criteria, if they are not actively supporting the chapter they should not be a candidate
- Been going for 2-years
- It shouldn't be a popularity contest or about impressing a firm, it's about someone that really has a high level of design influence and contributes to the chapter
- We will need to address those that are consistently selected every year
- Just a member working at the firm is ok
- We don't allow people to repeat each year
- Criteria is on website
- Nominations has the criteria attached with a form that must be filled out
- If you're rotating firms it's more of a popularity contest but when you don't have a lot of firms to participate it makes it hard to not make it look that way
- Toronto uses the award to encourage new design firms to join and increase membership within designers and to participate in chapter events
- There are certain regions that won't have that many firms to choose from
- You need to think about it and make sure you're giving everyone the opportunity
- Encourage firms to get more active with your chapter, get detailed with the criteria
- With the regions there are other major cities in your region, look around
- 3 is a lot to narrow down to
- You do not have to do 3, if you don't have 3 you nominate what you have
- Include firms that are in your region, there are outer lining areas
- If you find a great firm that's not active approach them with the award and see where their support lives within your chapter
- Toronto designers were not doing as high profile projects are others which made it hard to differentiate, high profile isn't necessarily the answer
- It's about the people, projects that everyone wants to be a part of, look for the projects that draw everyone, those designers are the ones to consider and make sure they're active in NEWH
- Incorporate this award into your chapter events, feature it, show your TopID's
- Show your banner at events it's important to support the award and show it's level of excellence
- Just to nominate someone might get them interested in the award and participating again, even if they don't win it increases the knowledge
- Make it a connection of bringing everyone together
- TopID is not in NEWH Facts brochure, we should update
- Need a marketing package that can be emailed out to all member firms and one for potential firms
- Website has a great page that talks about TopID, let people know about that web page
- Signage is at our tradeshows, regional tradeshows their names are out there
- Send out nominations in August with deadline in October
- Sales Reps can help promote within the chapter

VP/EDUCATION– ANDREA THOMAS

Discussion:

- Sustainable Design competition student award to be given tomorrow at the Green Luncheon, hoping you can join us to celebrate our winner
- Next competition will be released in August, please share opportunity with students
- Letter of Intent due in December with projects due in February
- ICON scholarship is open, our ICON is Ray Anderson, deadline in September with judging completed in October

- ICON offers 2 scholarships winner award \$5000 at Gold Key Reception in New York given this year and a runner-up award to be awarded in April 2014 at BDwest with a \$3500 scholarship award
- FROne scholarship Harvey Nudelman has generously contributed for 6-years, this award is also given out at BDwest, will be sending a notice to chapters on West Coast when this scholarship is released to encourage student participation, applications due in February
- New scholarship Deborah Hermann Legacy scholarship, a \$10,000 scholarship award to be awarded in New York at the Platinum Circle event in November

Julia Marks:

- Any student that has been previously awarded a chapter scholarship can still apply for the Inc. scholarships
- Please encourage students to apply for these other scholarship opportunities.
- Students travel is paid for and they have an amazing opportunity to meet people in the industry, great networking
- Talk up scholarship within your chapter

I, Andrea Thomas, move that the NEWH Inc. Board of Directors move to appoint Susan Burnside to Director of Scholarship

Motion seconded by: Judy Regan

VOTE COUNT:

YEA: 16 NAY: 0 ABSTENTION: 0

STATUS OF MOTION:

Carried: Defeated:

Congratulations Susan!

CHAPTER COMPLIANCE– SHELIA LOHMILLER – Executive Director | JULIE BUNTROCK – NEWH Inc. Finance Manager | NICOLE CRAWFORD – NEWH Inc. Sustainable & Education Manager

Discussion-Julia Marks:

- NEWH is a business
- We have a nonprofit status, we have rules that we must follow
- There are business items that must be done to ensure in case of audit
- Look at us as one brand
- You are all part of our brand
- You're promoting NEWH, you're the face of NEWH, we are one voice and we want everyone to be promoting us together in the same manner, we love you being a part of it
- Explain to your chapters that we are truly one
- We're here to share information so we can help you the right way
- Welcome Julie Buntrock and Nicole Crawford from the NEWH Inc. office

Discussion-Shelia Lohmiller/Julie Buntrock/Nicole Crawford:

- Nicole initiatives are sustainability, scholarship, education, CEU, chapter compliance
- When a signature of other items are requested from the Inc. office it needs to be completed on a timely manner so that your chapter is not out of compliance
- When holding a fundraiser/raffle please make sure you have checked locally with any state requirements, some states require forms/payment/license to hold such events
- If you have questions or need assistance contact Nicole at the Inc. office
- When something is sent to you please sign it immediately and send back, we have a chapter that every year we have problems obtaining a signature/form, we are a business and our 501 c s status can be taken away if we're not complaint
- We are registered in each state that we have a chapter in, we must comply with their laws, financial reports are needed annually, please comply and follow through
- Julie Buntrock & Julie Hartmann oversee all of the chapter funds
- Julie handles insurance for events
- We are a business, justify your expenses, provide receipts and documentation
- Do not deplete your scholarship fund, we are here when you have questions
- We want to see you all successful
- No more than 50% of scholarship funds should be given
- In 2000 the Greater New York chapter had \$90,000 in their scholarship account, they gave it all away, when 9.11 happened no one wanted to come to New York, for years they had rough times getting funds back in their scholarship account, you never know what's going to happen, that money is your responsibility to use as a business
- Credit/Debit cards are not allowed for chapters to have
- Intuit System (Go Payment) is a reader that fits into your android/smart phone, download to your phone, log in is simple, the chapter needs to decide who will be using it, very quick and easy, you run the card and add is the amount and a note, the description field is mandatory to be filled out so we know what the expense is for, individuals can sign with their finger, option to receive email receipt
- Chapters that bank with First Enterprise may use this option, 3 chapters do not bank with First Enterprise
- Reimbursements work like the online RSVP's, a report is generated at the end, funds are transferred immediately
- Great service, chapters that have used it love it

- For events, a quote is needed with direct contact information, Julie will then go through the paperwork for you and work with the venue (you need to bank at First Enterprise)
- Julie uses the company credit card that is specifically used for chapter events, after the event we take the funds out of your account to credit the card, it's easy for the chapters vs. using a check or using a personal credit card, we don't like writing a check back to a member
- Accounts need to be intact and in place, a Treasurer should be concerned if their account is off
- PayPal goes in other people's hands
- Trying to narrow down where everything comes from, building a custom built system with the new website to streamline items
- There will be a donation button available on each chapter webpage
- For deposits, if the chapter wants to cut a NEWH check that is fine
- PayPal sends receipts it's an automatic system, Toronto goes through Canadian PayPal, we need to communicate that people are not receiving their receipts
- Will have a PayPal account for the UK, in the past it was not an option, we're hoping we can obtain an account now, we'll discuss when NEWH Inc. visits the UK
- Members get confused when they cannot pay on the website, we'll check with Mark
- Ticket sales and sponsorship can be entered using the Intuit option
- Problem with events at restaurants when they expect payment prior to departure, sending a check is hard, what other option would be available?
- If you have a relationship with the restaurant you ask them to call the Inc. office first thing the next morning for payment or if paying by personal credit card then Inc. would reimburse with a check once the receipt/paperwork is received
- NY chapter has given the restaurant a credit card to hold and the next morning the Inc. card is used
- Advertising is categorized differently from an IRS perspective
- It's not relevant to our 501 c 3 tax status, advertising dollars are taxable, you want to collect funds as a sponsorships
- If you sell ads and breaking even for a chapter newsletter the IRS probably won't say anything, if you are making money it's a problem because the income is not being reported
- To date NEWH Inc. has not had any taxable income
- "Sell" your newsletter slots as a sponsorship not ad
- You can say X company supports NEWH but not company X is the best company and supports NEWH, you cannot promote the company
- Need to be more cognizant about what we're saying on social media how we're labeling things
- Don't call it advertising call it sponsorship
- On media kit put sponsors vs. ads
- Let chapters make the money make sure it's sponsorship not ads
- Key is to promote the mission of NEWH advertising dollars are not supporting that
- Don't list profit use proceeds in board minutes and sponsorship vs. advertising
- It's little things that can make a big difference if we're ever audited
- Can call it placement in show program (part of sponsorship) vs. advertising
- You can say X Company supports the Atlanta Chapter

Fundraising/Restricted Funds:

- When you receive donations from fundraising, some chapters list on the event notice that the funds will go directly into the scholarship account, when that happens it takes it out of your fundraising dollars and out of the percentage that is turned into NEWH, please do not do that
- We're not greedy but we do need operational funds, we support the chapters and that needs to be paid for
- The percentage we obtain from you also goes into the NEWH Inc. scholarships-Your fundraiser supports the business of NEWH, your chapter scholarship and the NEWH Inc. scholarships with your fundraisers
- Restricted donations are limited to scholarship, it has nothing to do with an event
- If the donation has to do with an event the chapter is holding it cannot be a restricted donation
- When someone is getting nothing back from the donation it's restricted
- Scholarship supports our organization when you place the words restricted on it for events it restricts you from using it for future fundraising and events and supporting NEWH Inc. and NEWH Inc. scholarships
- If you say this is to benefit scholarship and education and the mission of education it leads it open to disperse funds appropriately
- Can we offer scholarships in someone's name such as the FROne?
- Yes because the vendor donates a set amount and that amount is used for the scholarship
- With your fundraising events we ask that you raise a minimum of 25% hopefully it's on the higher side
- The RSVP card funds (where they state I cannot attend but I'd like the funds to go towards scholarship) those funds can go to scholarship
- Donate to the event or donate to the scholarship account
- Fundraisers it's a part of the lump sum if you're having a meeting with a raffle then you can say everything raised from this raffle will be used towards scholarship
- An after Tradeshow event is part of a fundraiser
- When in doubt with this question make a quick phone call to NEWH, Inc. office especially with rules related to fundraising
- UK doesn't have taxes or regulations like the US
- Reports of Activity form is on the website, post event 45-days must be submitted, it's a good guideline and keeps you within your budget
- Details proceeds and expenses, distribution of 20% to NEWH Inc. is listed, scholarship amount, it's very cut and dry
- If you are not submitting one for every event NEWH Inc. office will contact you
- If you need help in completing contact NEWH Inc. office
- Forms are great tools for planning your event

- Sometimes there may be programming dollars on the report for instance when someone is conducting a raffle at a Sundowner
- Transformation of PayPal has been amazing

BREAK OUT: Group Discussions

Julia Marks: Break-Out Sessions (5 Groups):

- Think outside the box, share, do some serious brainstorming
- Where do you want NEWH to be 5-10 years from now?
- What do you want as a chapter?
- What do you want on a National Level?
- Email your notes to Shelia
 1. Chapter Excellence – What that means to you (Kate)
 2. The Future of NEWH dreams and realities (Leigh)
 3. NEWH Inc. Fundraising (Fernando)
 4. Accountability and Goal Setting (Cinnamon)
 5. NEWH Customers who are they and what do they want (Cindy)

GROUP ONE-Chapter Excellence (Kate Grubb):

- It comes from all networking environments
- Strong participation with broad programming reaching to everyone in our market, chapters struggle with getting the right people at events
- Focus on educational or social media events
- Mix of membership and keeping people as a member and getting them active
- Focus on your committee don't make the board do everything
- Support board with committees as much as possible

Julia Marks:

- Stay in touch with each other, great ideas are going around today, keep it up and help each other and each chapter grow by reaching out to one another with your ideas or struggles, keep the conversation going

GROUP TWO-The Future of NEWH dreams and realities (Leigh Mitchell):

- Strive for excellence
- Growing membership continuously and keeping students and members active
- How do we provide everyone with a great experience?
- Discussed benefit ideas, mentor ship programs to encourage membership
- Mandate a student focused event annually with chapters
- Strong programming events are needed; see what you need to do different
- Try to reach out and partner with other organizations, who do we fit with?
- Reach out to culinary and hotel management students
- Tap into our corporate sponsors, personally invite them and let them know they have access to all areas
- Website expansion, we need the website as a tool that people want to go to, whether it's an app on a phone or how can we make it bigger
- Beyond programming how do we pull in the key people we want to wrap around our organization

Julia Marks:

- Important topic for us as an organization and for chapter, take it back to your chapter and let us know your thoughts and ideas
- Many great ideas start at the chapter level, everyone is very creative

GROUP THREE –NEWH Inc. Fundraising (Fernando Diaz):

- Fernando shared a project coming to be
- Signature fundraising event, NEWH branded event that can move around for all chapters to participate
- Bring in big name talent to contribute by designing some element of an item that would be sold and a piece to be auctioned off at the event
- The idea is we would bring in big name individuals to make a chair or a lamp and the item would be sold in conjunction with one of our regional tradeshows or Leadership Conference
- High profile event
- Wondering how to drive that personal connection of education and raise funds at the same time
- Take the name brand and reach out to a broader community

Julia Marks:

- Exciting to see that we can do something on a NEWH Inc. level
- All chapters have amazing events
- Great idea to have something we can promote and do regularly

GROUP FOUR –Accountability and Goal Setting (Cinnamon Alvarez):

- The goals should be attainable
- Recognition and incentive
- Make clear expectations in recruiting process (weekly time commitment, specific requirements with stating time frame and descriptions)
- Everyone on the board is accountable for membership and sponsorships

- Importance of succession building by following those that truly participate with the board
- Look at peoples track records
- Think about communication before the ball gets dropped on things
- Make an invitation to communicate with individual so that you're not making someone wrong if they are overwhelmed so that hopefully if they need to step down they feel recognized and would want to participate again when it's a better fit
- Marketing campaign to get people to participate on the board
- Event specifically for recruiting when directors have a competition to see who can get the most people to join their committee, with prizes, so that everyone knows they are going to be solicited when they come to the event
- Internal recognition with incentives just like making sales quotas with a job, even if it's something simple like a prize at a board meeting, little things from the top down make a difference
- Make goals tangible and reasonable
- Enforce NEWH guidelines and be consistent
- Be proactive when keeping people in account of their duties
- Address items that they are time sensitive, reach out to ask is there something that is causing that to not get done, keep it positive
- Make sure it's a business and that it's fun
- Recognize birthdays, make it fun, give prizes
- Don't pretend that a problem doesn't exist, don't let the energy get negative, take care of it right away

Julia Marks:

- It's the energy level that makes it fun, if you make it interesting everyone will be excited also
- If you're excited about it, the excitement will spread
- It's ok if you have issues with your board, address them professionally and keep the excitement going of making a difference

GROUP FIVE –NEWH Customers (Cindy Guthrie):

- How do we get people to be membership?
- Members want exposure, they want to be seen
- Members want access to membership and design community
- Networking is great but they want a purpose and value
- Option if member only events, or if they came 3 times they were not allowed back unless they were a member
- Pricing events correctly for member/non-member, show the member value and privilege
- Programming is key, give them a CEU, panel discussion something exciting to come on out for
- Show the mission and scholarship outlook
- Use designers as mentors with a portfolio review to help students
- At events show students that are receiving scholarship, wrap them into events more
- Use your membership to get more memberships
- NEWH may not be for everyone, be sensitive to that, and appeal to each individual
- Positively influenced others to join while being creative

Julia Marks:

- Being inclusive and positively exclusive at the same time, makes us be creative
- We all need to encourage others to be a member to participate at events
- We need to be asking why people aren't interested in joining
- Play it up make it a big deal that you need to be a member to attend certain events, show what they will miss
- Encourage board members to get committees going
- Please take back and share these ideas with your chapter, your feedback is just as important
- Thank-you for the participation

NEW BUSINESS

Questions/Comments:

Julian Brinton (UK):

- Wondering if we were just obtaining students in art vs. obtaining and supporting those for hospitality only
- The criteria for scholarship includes that their primary focus of study must be within hospitality
- Free membership is given to winners
- Chris: Scholarship application has a definite focus on hospitality, when students send in their essay and application it gives you a clear idea of their focus
- In the UK hospitality is not part of the curriculum, they go to art colleges specifically
- UK interviews students
- Prior to the interview you can state what the criteria is and what you're looking for
- There is a challenge finding those students specific to hospitality
- If the student is clever and wants to scholarship opportunity they're going to express their interest to you, those are the students you need, call them and talk to them about their aspirations
- There are hospitality management schools in the UK, this has been started the past few years
- Until more funds for scholarship are raised with the UK they cannot proceed with other offers
- Use your social media, like the other colleges Facebook pages
- Use international FastWeb online site to post the scholarship opportunity

-Email notes from break out session to: stacey@bermanpurchasing.com

Adjournment:

- Thank-you for attending
- If you have problems you want to discuss at the board meetings, please email Julia
- No new business to be addressed
- Next meeting is Monday, September 23, 2013, at Miami Beach Convention Center
- Thank-you for your time and support, we appreciate all you do
- Share our appreciation with your chapter board

I, Judy Regan, move that the meeting be adjourned at 12:15 pm

Motion seconded by: Dina Belon

VOTE COUNT:

YEA: 14 NAY: 0 ABSTENTION: 0

STATUS OF MOTION:

Carried: Defeated:

PRESIDENT

JULIA MARKS

Job Purpose:

- To advise, govern, oversee policy and direction, and assist with the leadership and general promotion of NEWH, Inc. to support the organization's mission and needs.
- The Presidency is the highest honor the membership can bestow. In electing a fellow member as President, they are charged with the full responsibility of leadership of the organization.

2013 GOALS

1. Continue to support NEWH and its mission
2. To promote and strengthen NEWH as the premier industry network
3. To support the EC, IBOD, Delegates and Chapter members with achieving their goals
4. To represent NEWH at local and international events in the industry
5. Work with NEWH Committees in achieving their goals
6. To keep lines of communication open between Chapters, IBOD and EC
7. Work on fundraising and partnership opportunities on behalf of the organization
8. Build the role of NEWH within the International Hospitality community, including Europe and Asia
9. Build on our current successes, focus our goals to our strengths
10. Continue our progress and outstanding achievement by Trisha Poole to expand our marketing efforts particularly in social media networking

STEPS TO ACHIEVE GOALS

1. Attend meetings on behalf of NEWH with Corporate Partners to update and keep them informed with the current events of NEWH, Including Founder's Circle with our Corporate Partners where we always receive valuable feedback from our Partners regarding how to continually strengthen and build our relationships with them
2. Work with the EC regarding Goals and planning. Review their goals throughout the year and work on their Project Scope Documents, oversee that timelines are met as outlined in Strategic planning sessions
3. Conduct Conference calls with Chapter's Boards as required regarding issues that may arise, provide feedback and suggestions for resolutions if required.
4. Conduct quarterly conference calls with Chapter President's and VP's with agenda and followed by an open forum that keeps the communication open between everyone and allows for questions to be answered regarding any issues that may have risen since last call.
5. Work with Chapters and the organization of their boards, suggestion succession planning opportunities and other options for the continual growth of their boards.
6. Provide agenda and conduct bi-monthly conference calls with EC.
7. Follow up with Chapter Delegates and IBOD to make sure that all reports are received on time so that they can be included in the final reports for our Board meetings.
8. Help board members and committees to focus on fewer goals and projects allowing for greater success

LONG TERM GOALS FOR THIS POSITION

1. To create an open forum of communication and teamwork with a sense of unity throughout our chapters and NEWH Inc
2. To grow our international presence and recognition as *The* Hospitality Industry Network.

OTHER REPORT ITEMS

It is with great wonder that I write my final board report as NEWH Inc. President. The past two years have truly flown by and I am so thankful to all of you for your hard work and dedication to NEWH. It has been a pleasure serving with you.

NEWH continues to be financially strong, thanks to our corporate partners, our outstanding Regional Tradeshows and our continually increasing membership. Always remember the value that NEWH bring to the industry and strive to further our value at all levels.

WHAT'S HAPPENING...

Our new website has launched! Thanks to all who provided input and ideas along the way. We have improved our online presence and given our membership a great place to see what is happening in hospitality. As with all online ventures, this will continue to be a priority in our marketing efforts.

Thanks to our NEWH Staff and President Elect, Trisha Poole, we have come to final agreement with our UK chapter. Thanks to Julian Brinton and Lynn Fisher and the entire UK chapter for putting together the final documents to make our agreement official. We will strive to support you in your endeavors and look forward to international expansion in the UK and Europe as well as Asia.

We are very excited to honor Ray Anderson as this year's ICON of Industry. Please support our efforts in the ICON tribute book and at the IHMRS and Boutique Design New York this fall.

Communication – As always, I would like to stress the importance of communication and the overlap of board director positions. So many positions touch each other in some way where the expertise of another director may be invaluable to your success. Please reach out to each other, particularly our marketing and sustainable teams who have a great impact on all of our events and programs.

As the year comes to a close I would like to thank those whose service comes to end both on our International Board of Directors and our Chapter Board of Directors. Your time and dedication to NEWH does not go unnoticed and we thank you and hope to see you at our future events.

Thank you all for your continued efforts on behalf of NEWH!

As always, I am here to help with anything you may need, please feel free to contact me anytime.

PRESIDENT ELECT

TRISHA POOLE

Job Purpose:

- Be an active advocate of NEWH through all possible industry-networking opportunities such as trade shows etc.
- Know the duties of the President and be prepared to assume the Presidential duties if necessary.

NO REPORT SUBMITTED FOR SEPTEMBER BOARD MEETING

2013 GOALS

1. Confirm and be aware of all existing initiatives that have been put in place by Julia Marks that may continue into 2014. Provide input and support as required to assure success and continuation of these plans.
2. Become more familiar with NEWH Inc. administrative roles and learn of areas for potential growth or improvement in 2014.
3. Provide assistance as needed to put a Strategic Plan and Marketing Plan in place by November 2013 that includes future plans for positive growth and improvement with “check points” for the IBOD and EC to revisit annually.
4. Seek out qualified candidates for VP of Marketing.
5. Support efforts to strengthen the organization in international regions and chapters.
6. Continue to grow/develop new partnerships that will bring greater awareness and success for the organization.

STEPS TO ACHIEVE GOALS

1. Set up three conference calls/meetings with Julia Marks to review the responsibilities and initiatives she is active in. Discuss any future initiatives we may need to partner on to complete.
2. Review Strategic Plan and provide input as needed to complete the document by October 2013. Develop Marketing Plan that supports the Strategic Plan and present to IBOD and EC by November 2013.
3. Visit the NEWH Inc. office to spend time with the NEWH Inc. staff.
4. Visit UK and spend time with the chapter to learn more about how they maintain their success and how to better support and interact with them.
5. Participate in meetings and conversations with potential partners. Provide research and feedback that will add value and unique benefits to the partnerships.

SECRETARY

STACEY BERMAN

Job Purpose

- Record and preserve the business records of the organization
- Ensure all chapters remain in compliance with all public laws governing their activities.

NO REPORT SUBMITTED FOR SEPTEMBER BOARD MEETING

2013 GOALS

1. Record minutes in a timely matter from EC Conference Calls
2. Draft Board meeting minutes/highlights in synopsis form to be sent to all Directors within 2 weeks of meetings
3. Communicate with Chapter Secretaries the importance of submitting their reports in a timely manner

STEPS TO ACHIEVE GOALS

1. Compile minutes from EC Conference Calls, EC Board Meetings, EC Wrap up meetings even if draft form within two weeks of such event to better keep those who are not in attendance aware of current discussions
2. Attend and facilitate quarterly discipline calls with Secretaries and Treasurers

NEWH BOARD TRAINING SCHEDULE

Shaded = training occurred or is scheduled (year of board)	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
ARIZONA		In person 4/11/2008			In person 12/1/2010	Webinar	In person 12/6/2013	Webinar	Webinar	In person
ATLANTA			In person 3/14/2009	Webinar	Webinar	In person 3/10/2012	Webinar	Webinar	In person	Webinar
ATLANTIC CITY		In person 3/1/2008		Webinar 12/6/2010		In person 2/25/2012	Webinar	Webinar	In person	Webinar
CHICAGO	In person 2/2007	In person 1/2008		In person	In person 10/23/2010	Webinar	In person 10/27/2012	Webinar	Webinar	In person
DALLAS		In person 1/26/2008		In person	In person 10/8/2010	Webinar	In person 3/15/2013	Webinar	Webinar	In person
GREATER NEW YORK	In person 2007			Webinar 2/27/2010		In person 2/11/2012	Webinar	Webinar	In person	Webinar
HOUSTON				In person	In person 10/7/2010	Webinar	Webinar	In person (tentative 1/2014)	Webinar	In person
LAS VEGAS		In person 8/16/2008		Webinar 8/3/2010		In person 1/28/2012	Webinar	Webinar	In person	Webinar
LOS ANGELES	In person 2007			In person 1/30/2010	Webinar	Webinar	In person 2/9/2013	Webinar	Webinar	In person
NORTH CAROLINA REGION				Webinar 6/30/2010	TBD based on need	Webinar 4/26/2012	TBD based on need	TBD based on need	TBD based on need	TBD based on need
NORTH CENTRAL	In person 5/5/2007			Webinar 3/22/2010	In person 3/5/2011	Webinar	Webinar	In person	Webinar	webinar
NORTHWEST			Webinar 11/14/2009	Webinar		In Person 12/2/2011	Webinar 11/28/2012	Webinar	In person	Webinar
ORANGE COUNTY REGION (as needed)				In person 9/28/2010	TBD based on need	TBD based on need	TBD based on need	TBD based on need	TBD based on need	TBD based on need
ROCKY MOUNTAIN				In person 2/5/2010	Webinar	Webinar	Webinar 2/12/2013	In-person	Webinar	In person
SAN DIEGO REGION (as needed)				In person 9/28/2010	TBD based on need	TBD based on need	TBD based on need	TBD based on need	TBD based on need	TBD based on need
SAN FRANCISCO				Chartered 2010	In person 2/26/2011	Webinar	Webinar 2/5/2013	In person	Webinar	Webinar
SOUTH FLORIDA	In person 11/3/2007				In person	In person 1/21/2012	Webinar	Webinar	In person	Webinar

NEWH BOARD TRAINING SCHEDULE

Shaded = training occurred or is scheduled (year of board)	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
SUNSHINE	In person 2007		In person 1/31/2009		In person 2/5/2011	Webinar	Webinar 11/15/2012	In person (tentative 10/2013)	Webinar	Webinar
TORONTO		In person 12/6/2008		Webinar 1/24/2011		In person 10/15/2011	Webinar 11/20/2012	Webinar	In person	Webinar
UNITED KINGDOM					Webinar	Webinar	Webinar	In person	In person	Webinar
VANCOUVER REGION (as needed)				Webinar 2/10/2010	TBD based on need	Webinar 3/6/2012	TBD based on need	TBD based on need	TBD based on need	TBD based on need
VIRGINIA REGION (as needed)			In person 3/28/2009	Webinar	TBD based on need	TBD based on need	TBD based on need	TBD based on need	TBD based on need	TBD based on need
WASH DC	In person 2007		Webinar 10/22/2009	Webinar	In person	In person 2/16/2012	Webinar	Webinar	In person	webinar

RECEIPT OF MINUTES, ANNUAL BUDGET AND CHAPTER BUSINESS PLAN

Chapters	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Budget	Business Plan
Arizona	Yes	Yes	Yes	Yes	Yes	N/M							Yes	
Atlanta	Yes	Yes	Yes	Yes			N/M							
Atlantic City	Yes	Yes		Yes	N/M	N/M	N/M	N/M					Yes	Yes
Chicago	Yes	Yes	Yes	Yes	Yes	Yes	Yes							
Dallas	Yes	Yes	Yes	Yes	Yes	Yes	Yes	N/M					Yes	
Houston	Yes	Yes	Yes	Yes	Yes	N/M	Yes	Yes						
Las Vegas	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes					Yes	
Los Angeles	Yes	N/M	Yes	Yes	Yes	Yes							Yes	Yes
New York	Yes	Yes	Yes	Yes	Yes	N/M							Yes	Yes
North Central	Yes	Yes	Yes	Yes	Yes	Yes	Yes	N/M					Yes	Yes
Northwest	Yes	Yes	Yes	Yes	N/M	Yes	Yes						Yes	Yes
Rocky Mountain	Yes	Yes	Yes	Yes	Yes	Yes	Yes							Yes
S. Florida	Yes	N/M	Yes	Yes	Yes	Yes	N/M						Yes	Yes
San Francisco Bay	Yes	Yes	Yes	Yes	Yes	Yes							Yes	
Sunshine	Yes	Yes	Yes	Yes	Yes	Yes	Yes							Yes
Toronto	Yes	Yes	Yes	Yes	Yes								Yes	
UK	Yes	Yes	Yes	Yes	Yes	Yes	Yes							
Washington, DC	Yes	Yes	Yes	Yes	Yes		Yes							
Regional Groups (Minutes once a quarter)														
New England			Yes			Yes								
North Carolina	Yes	Yes	Yes		Yes		Yes							
Orange County			Yes			Yes								
San Diego														
Vancouver														
Virginia		Yes						Yes						

VP/FINANCE

JUDY REGAN

Job Purpose

- Keep and maintain, or cause to be kept and maintained, adequate and correct books and records of the properties and business transactions of the corporation, including accounts of its assets, liabilities, receipts, disbursements, gains, losses, capital, retained earnings, and other matters customarily included in financial statements
- Regularly review income and expenditures with Executive Committee to ensure knowledge of financial affairs and status of the organization is clear

2013 GOALS

1. Have all chapters submit budgets by the beginning of the year;
2. Have all chapters submit business plan by the beginning of the year;
3. Have all chapters submit results of activity reports; and
4. Participate in all discipline calls.

STEPS TO ACHIEVE GOALS

1. Work with NEWH, Inc. office to follow up on chapters not forwarding information;

2. Work with Diane and Jena to make sure chapters know (via board training) that information is submitted to NEWH, Inc. promptly; and
3. Follow up with chapters to submit signature bankcards after the first board meeting of the year.

LONG TERM GOALS FOR THIS POSITION

1. Ensure all chapters KNOW what is expected in way of reporting.

OTHER REPORT ITEMS

Congratulations to chapters for:

- maintaining Chapter Quickbooks Online accounts;
- utilizing the NEWH, Inc. RSVP system to its fullest; and
- reporting to NEWH, Inc. in a timely manner after credit card usage.

Thank you for sending in your Activity Reports within 60 days after your events. P.S. It's MANDATORY!

Also for using the GoPayment credit card readers. Don't forget to fill

in the memo field.

Glad to report that United Kingdom has established a PayPal account for their online RSVPs.

We HAPPILY report that Dallas has moved their financials to 1st Enterprise Bank - THANK YOU! We only have two chapters that are not availing themselves of all the perks that come with banking at 1st Enterprise, Houston and Washington DC Metropolitan.

BANK BALANCES	
account balances as of 7/31/2013	
General	\$ 272,989.45
Scholarship	73,296.75
Money Market (2013 reserve fund)	29,949.30
Long Term Reserve Account (money market acct receives higher interest than CD)	150,000.00
Cash Reserve Account (money market acct receives higher interest than CD)	50,000.00
CD	100,000.00
NEWH, Inc. acct in Canada (7/31/13)	11,182.64
NEWH, Inc. acct. in London	£ 4,678.79

Chapter	Annual Budget Rec'd	Statement from Bank	Labeling checks & deposits	Updated Signature Cards Current on tax matters for 2012	2012 Fundraising Remittance	2012 to date Fundraising %****	2012 Monies transferred to Scholarship Acct	2013 Fundraising Remittance	2013 to date Fundraising %****	2013 Monies transferred to Scholarship Acct	Checking Balance	Date	Scholarship Balance	Date	CD	Date
Arizona	X	X	X	X	X	Yes	57%	6,400.07	Invoiced	62%	769.65	7/31/13	7,422.68	7/31/13		
Atlanta		X	X	X	X	Yes	26%	40,721.26	N/A	0%	-	7/31/13	22,949.23	7/31/13		
Atlantic City	X	X	X	X	X	Yes	0%	-	N/A	0%	2,000.00	7/31/13	18,063.73	7/31/13		
Chicago		X	X	X	X	Yes	42%	41,896.47	Yes	64%	8,437.42	7/31/13	97,638.97	7/31/13		
Dallas	X	X	X	X	X	Yes	7%	26,729.52	N/A	0%	33,358.57	7/31/13	20,539.12	7/31/13		
Houston		X	X	X	X	Yes	18%	12,514.15	Need info	0%	1,945.00	7/31/13	22,866.49	7/31/13		
Las Vegas	X	X	X	X	X	invoiced	35%	38,036.51	Need info	0%	23,171.93	7/31/13	35,039.92	7/31/13		
Los Angeles Founding	X	X	X	X	X	Yes	48%	27,756.44	N/A	0%	2,800.00	7/31/13	80,466.71	7/31/13		
New York	X	X	X	X	X	Yes	27%	40,050.00	Invoiced	51%	27,167.66	7/31/13	60,365.46	7/31/13		
NEWH, Canada, Inc.		X										7/31/13	73,314.03	7/31/13		
North Central	X	X	X	X	X	Yes	51%	9,500.00	N/A	0%	83.00	7/31/13	17,590.91	7/31/13		
Northwest	X	X	X	X	X	Yes	55%	8,484.00	Need info	0%	-	7/31/13	25,628.67	7/31/13		
Rocky Mountain		X	X	X	X	Yes	12%	5,000.00	Need info	0%	12,549.85	7/31/13	22,773.11	7/31/13		
San Francisco Bay Area	X	X	X	X	X	Yes	65%	250.00	N/A	0%	31,887.40	7/31/13	39,026.51	7/31/13		
South Florida	X	X	X	X	X	Yes	58%	-	Invoiced	97%	50.00	7/31/13	30,253.42	7/31/13		
Sunshine		X	X	X	X	Yes	31%	10,200.00	N/A	0%	4,343.85	7/31/13	63,765.37	7/31/13		
Toronto	X	X					0%			0%		7/31/13	19,652.67	7/31/13		
United Kingdom												7/31/13	£1,939.61	7/31/13		
Washington DC Metro		X	X	X	X	invoiced	2%	-	Invoiced	29%	20,234.92	7/31/13	152,378.85	7/31/13	40,093.59	12/31/12
Regional Groups																
New England												7/31/13	2,616.80	7/31/13		
North Carolina												7/31/13	374.43	7/31/13		
Orange County												7/31/13	944.43	7/31/13		
San Diego														7/31/13		
Vancouver																
Virginia														7/31/13		

2013 BUDGET

	INCOME	EXPENSE
President	-	8,047.55
President Elect	-	4,918.52
Past President	-	5,697.54

Executive Adviser		-	904.76
Secretary		-	682.12
	Board Training	-	5,188.66
Vice President Finance		-	2,498.26
	Travel / Delegate	-	9,927.98
Vice President/Education		-	2,245.39
	Scholarship	435.00	839.28
	Continuing Education	19,000.00	5,985.13
	Sustainable Scholarship	13,333.33	12,146.60
	ICON Scholarship	500.00	1,075.25
	Vendor Scholarship	13,000.00	3,329.10
VP/Membership		-	863.72
	Membership	176,101.01	107,664.50
	Expansion	-	488.26
VP/Development		-	1,135.21
	Corporate Partner Development	513,708.30	20,243.03
	Fundraising	46,269.86	3,566.67
VP/Marketing		-	50.85
	Marketing	-	1,789.55
	Marketing Communications	31,562.67	17,301.09
	Marketing Collateral	-	349.00
	NEWH Awards	-	2,202.32
VP/Events		-	488.84
	Tradeshows/USA	-	23,469.22
	Tradeshows/other	-	-
	Tradeshows/Regional	488,565.55	293,793.35
	NEWH Nat'l/Leadership Conference	96,417.68	184,185.84
VP/Sustainability		-	1,039.79
	Sustainable Conference	-	-
	Sustainable Hospitality	10,443.00	575.30
Administration		145.00	395,023.69
	NEWH Governing Board Mtg.	-	2,870.57
	Website	15,560.00	68,175.10
	Publications	-	2,994.12
	Reserve Acct.	-	29,949.30
	Bank/Credit Card	-	9,461.91
Totals		\$ 1,425,041.40	\$ 1,231,167.37

VP/EDUCATION

ANDREA THOMAS

Job Purpose

- Oversee all actions of the stated NEWH, Inc. mission of Education and Scholarship

2013 GOALS

- Scholarship** – Work with the Director of Scholarship in the execution of all current scholarship initiatives including vendor scholarships and ICONS.
Interface with Chapter Directors via September 11th discipline call.
- Education** – Assist Director of Continuing Education and CEU Committee Chair to fulfill requirements for the IACET application to be approved as a provider organization for continuing education.

STEPS TAKEN TO ACHIEVE GOALS

1. Vendor Scholarships

Fabricut FR-1

Call for applications will be sent at the end of the year and the recipient for this \$3,000 scholarship will be given the award at Boutique Design West in San Diego in March 2014.

Fabric Innovations Legacy Scholarship

Deborah Herman is generously offering a \$10,000 scholarship to a student in the New York area pursuing a career objective in the Hospitality Industry in Interior Design or Hotel Management that will be awarded at the Platinum Circle Awards on November 12, 2013, in conjunction with the IHM&RS show in New York. The

deadline for applications is August 30, 2013.

2. **ICON of Industry**

The 2013 ICON is Ray Anderson of Interface Floor.

The criteria for the ICON scholarship includes having completed at least half of the requirements for a degree that will lead to a career in the Hospitality or Textiles Industries, maintaining a minimum 3.0 GPA, showing financial need and having participated in an industry internship.

A \$5,000 Student Scholarship in his honor, will be given at the Gold Key Awards in New York, the evening of November 10, 2013.

A \$3,500 Honorable Mention Scholarship will be awarded at during Boutique Design West in San Diego in March of 2014.

The application deadline is September 16, 2013.

3. Sustainable Design Competition – 2013-2014

Thank you to JLF|lonemeadow and Valley Forge Fabrics for their continued support and sponsorship.

The current competition is “The Sustainable Guest Experience-Resort Salon and Spa.” The competition is open to all interior design students, junior level and above, as well as graduate students enrolled in accredited programs. Educators may also use the project as part of their curriculum.

Award of these scholarships will be made at HD Expo in May of 2014, at the Mandalay Bay Convention Center in Las Vegas.

The deadline for letters of intent to do the project is November 29, 2013 and the project deadline is February 7, 2014.

4. Continuing Education

We are currently working on completing the IACET application in order to become providers of our own CEU programs. This process is very intense and time consuming, but in the end, we will be able to offer state of the art, high quality educational programs to the industry. We have registered with IDCEC as a conference provider, as well as with AIA, to have access to their CEUs in the meantime. If you are interested in working on this initiative, please contact Chris Wasmer – wasmer@roadrunner.com.

5. Discipline Calls

There is one remaining discipline call is scheduled for September 11, 2013 with Chapter Directors. Two call times are available for each day. Chapter Scholarship Directors are strongly encouraged to attend the calls and Chapter Presidents and other interested parties are welcome.

6. Board Training Manual update

Guidelines for scholarships and other changes/updates to be made to Board Manual – is an on-going process. Please submit any changes/updates you feel should be made to VP Education or the NEWH Inc. office.

7. Website updates/correction as necessary

Working with Scholarship Director and the Inc. office to update all scholarship information as necessary on website

LONG TERM GOALS FOR THIS POSITION

1. Provide for/assist in a smooth transition for our new Director of Scholarship to maintain effectiveness of all NEWH Scholarship & Education initiative and programs.
2. Provide and plan for smooth interface/interaction between activities of Scholarship and Education at all levels within NEWH Inc./Chapters.
3. Ongoing - Define job responsibilities and timeline of all ongoing initiatives overseen by V.P. Education for use by future occupants of this position.
4. Communication outreach to schools/programs supported by Chapter and Inc. scholarships via use of social media, i.e., Facebook and or NEWH Inc. / website.
5. Scholarship – Work with the Committee Chair of Scholarship in the execution of all current scholarship initiatives including ven-

dor scholarships and ICONS.

6. Interface with Chapter Directors via three scheduled discipline calls.
7. Education – Assist Director of Continuing Education and CEU Committee Chair to fulfill requirements for the IACET application to be approved as a provider organization for continuing education.

STEPS TAKEN TO ACHIEVE GOALS

1. Vendor Scholarships

- FR-1 Fabricut Vendor Scholarship

Call for applications will be sent at the end of the year and this \$3,000 scholarship will be given at BDWest in San Diego, March 2014.

- Fabric Innovations Legacy Scholarship

Deborah Herman is generously offering a \$10,000 scholarship to a student in the New York area pursuing a career objective in the Hospitality Industry in Interior Design or Hotel Management that will be awarded at the Platinum Circle Awards on November 12, 2013, in conjunction with the IHM&RS show in New York. The deadline for applications is August 30, 2013.

2. ICON of Industry

- The 2013 ICON is Ray Anderson of Interface Floor.

The criteria for the ICON scholarship includes having completed at least half of the requirements for a degree that will lead to a career in the Hospitality or Textiles Industries, maintaining a minimum 3.0 GPA, showing financial need and having participated in an industry internship.

- A \$5,000 Student Scholarship in his honor, will be given at the Gold Key Awards in New York, the evening of November 10, 2013.

- A \$3,500 Honorable Mention Scholarship will be awarded at during Boutique Design West in San Diego in March of 2014.

- The application deadline is September 16, 2013.

3. Sustainable Design Competition – 2012-2013

- Thank you to JLF|lonemeadow and Valley Forge Fabrics for their continued enthusiastic support and sponsorship.

- The current competition is “The Sustainable Guest Experience- RESTAURANT/NIGHTCLUB.”

- Award of these scholarships will be made at HD Expo in May of 2013, at the Mandalay Bay Convention Center in Las Vegas (room to be announced).

- The judges of the completion were:

- 1) Kara Angotti, Interior Designer, LEED specialist and owner of KOAngotti.
- 2) Pam Parsons, Project Manager, Architect and Interior Designer with ForrestPerkins.
- 3) Helen Reed, Interior Designer and owner of HL Reed Design.

- Winner of the \$5000 Award for the Undergraduate Project Submittal is Rachel Brennan, an Interior Design major at Virginia Tech, School of Architecture and Design.

- It was decided that there was not a qualified Graduate Project Submittal, so this award will not be given.

4. Education

- Currently we are working on gathering our credentials/ resume of experience and necessary materials to complete the IACET application in order to be able to approve and offer our own CEU programs. We have registered with IDCEC as a conference provider, as well as with AIA, to have access to their CEUs in the meantime. If you are interested in working on this initiative please contact Chris Wasmer – wasmer@roadrunner.com.

5. Discipline Calls

- The two remaining discipline calls have been set for April 17th and August 21st with Chapter Directors. Two call times are available for each day. Chapter Scholarship Directors are strongly encouraged to attend the calls and Chapter Presidents and other interested parties are welcome.
- 6. **Board Training Manual update**
 - Guidelines for scholarships and other changes/updates to be made to Board Manual – is an on-going process. Please submit any changes/updates you feel should be made to VP Education or the NEWH Inc. office.
- 7. **Website updates/correction as necessary**
 - Working with Scholarship Committee Chair and the Inc. office to update all scholarship information as necessary on website

LONG TERM GOALS FOR THIS POSITION

1. Provide for/assist in a smooth transition for our future Director of Scholarship to maintain effectiveness of all NEWH Scholarship & Education initiative and programs.
2. Provide and plan for smooth interface/interaction between activities of Scholarship and Education at all levels within NEWH Inc./Chapters.
3. Ongoing - Define job responsibilities and timeline of all ongoing initiatives overseen by V.P. Education for use by future occupants of this position.
4. Communication outreach to schools/programs supported by Chapter and Inc. scholarships via use of social media, i.e., Facebook and or NEWH Inc. / website.

SCHOLARSHIP

SUSAN BURNSIDE

Job Purpose

- Direct the NEWH, Inc. Scholarship Program and see that NEWH, Inc. chapters follow the Scholarship mission of the organization

2013 GOALS

1. communicate with and support chapter and regional group scholarship directors
2. assist chapter and regional group scholarship directors in compiling their contact lists
3. promote scholarship opportunities to students and schools via social media
4. provide updates to NEWH, Inc for the website and social media pages
5. participate in conference calls with the chapter scholarship directors
6. work with VP Education and NEWH, Inc to secure sponsors for future Scholarship Awards
7. encourage chapter and regional group scholarship directors to pursue local vendors for additional scholarships in their area
8. 2013 ICON Scholarship
 - a. Select the 2 winners with the VP of Education
 - b. Applications will be available for students in August
 - c. Deadline for applications will be end of September
 - d. Applications will be reviewed and winners will be selected by mid-October
 - e. Winner will be presented at Gold Key in New York on November 10, 2013
 - f. Runner-up will be presented at BD West in San Diego in March 2014
9. 2014 Sustainable Hospitality Design Competition
 - a. Review and finalize the criteria for the design competition with the VP of Education and the VP of Sustainability
 - b. Requests for participation will be sent to schools in September

- c. Letters of intent must be received by December 13, 2013
- d. Deadline for project submittal will be February 17, 2014
- e. Winners will be presented at HD Expo in Las Vegas May 14-16, 2014
10. 2013 Deborah Herman Legacy Scholarship
 - a. Select 2 winners with the VP of Education
 - b. Applications to be available for students in August
 - c. Deadline for applications will be end of September
 - d. Applications will be reviewed and winner selected in mid-October
 - e. Winners will be presented at Platinum Circle on New York on November 12, 2013

STEPS TO ACHIEVING THESE GOALS

1. work closely with the VP of Education and NEWH, Inc staff
2. attend all BOD meetings
3. participate in conference calls with the chapter and regional group scholarship directors (August 21)
4. encourage more communication between myself and the scholarship directors
5. encourage scholarship directors to promote NEWH, Inc scholarship opportunities as well as chapter level scholarship opportunities via social media and the website
6. support scholarship directors in finding and securing Vendor Scholarships for their chapters and regional groups
7. provide assistance to regional groups as they begin to compile their data base of local schools for future scholarship awards

LONG TERM GOALS

1. work with VP of Education on developing and marketing a Vendor Scholarship program for all chapters and regional groups

SCHOLARSHIP AWARD REPORT

Chapter	2013	total # of awards	Total Given
Arizona	4,350.00	101	93,700.00
Atlanta	22,500.00	119	214,180.00
Atlantic City/Greater Philadelphia	0	3	6,000.00
Chicago	33,000.00	85	182,000.00
Dallas	30,000.00	137	260,200.00
Houston	8,500.00	99	99,625.00
Las Vegas	25,000.00	126	287,554.92

Los Angeles Founding Chapter	0	297	590,175.00
New York	0	190	431,500.00
North Central	0	28	33,000.00
Northwest	0	25	37,500.00
Orange County (Southern Counties)	0	51	50,950.00
Rocky Mountain	6,000.00	32	55,700.00
San Diego	0	3	3,000.00
San Francisco Bay Area	3,000.00	1	3,000.00
South Florida	0	68	104,000.00
Sunshine	12,000.00	55	141,500.00
Toronto	0	28	CAD 51,013.00
United Kingdom	4,500.00	13	GBP 19,500.00
Virginia	0	8	16,500.00
Washington DC Metropolitan	0	88	208,300.00
New England	0	26	18,950.00
NEWH ICON of Industry	8,500.00	17	70,500.00
Sustainable Design Competition/Student	5,000.00	8	40,000.00
Sustainable Design Competition/School	5,000.00	7	35,000.00
Vendor	3,000.00	8	24,500.00
TOTALS	170,350.00	1,623	3,086,052.58

CONTINUING EDUCATION

MARY ANN THORNAM

Job Purpose

- Develop and implement a program of continuing education that meets the standards of IDCEC, NCIDQ and AIA, and promotes the credibility and Mission of NEWH, Inc.

2013/2014 GOALS

- Working with the national office to meet the ten standard categories for IACET approval.
- Continue to offer the Continuing Education program to professionals in the hospitality industry and related fields.
- Continue to identify the need and acceptance for Webinar
- Continue to work developing on-ground sessions for assessment

STEPS TO ACHIEVE GOALS

- Prepare a history and accomplishments of NEWH and examples

of Continuing Education programs and the deliverables in CEU units that have been offered in the past

- Determine the process of initiating a Continuing Education program - and outline how to identify and develop course content, appropriate credit and method of survey
- Appoint a panel for assessment

LONG TERM GOALS FOR THIS POSITION

- Establish the Continuing Education program across the nation and explore opportunities with other accreditation bodies

VP/MEMBERSHIP

TINA LOCKWOOD

Job Purpose

- Responsible for the well-being and growth of the NEWH, Inc. membership and expansion

CURRENT PROGRESS:

- Conference Calls have been held with the Chapters' Membership Directors. Although not all Chapters participate the interaction and information is still great. The Inc office then sends out minutes with high points to all Membership Directors.
- Conference calls with Regional Members and Regional Groups Steering Committees have shared some good ideas for implementation.
- NEWH has 18 active Chapters and 5 major Regional Groups: North Carolina, Orange County, San Diego, Vancouver and Virginia. There is much interest in Asia, UK and Canada for Regional expansion.

2013 GOALS

- Work with and on behalf of NEWH, Inc to increase membership

on a National level.

- Work with chapters looking at past and current ideas for ways of recruiting members and retaining members.
- Promote Business Memberships in the industry and help increase business memberships.
- Focus on Target Groups for Growth and Expansion. Identify locations of future chapters and organizing groups to make sure that the new chapters will meet the guidelines of NEWH, Inc.
- With the resignation of the Director of Expansion we will be looking to an election midstream. Andy Schaidler has graciously stepped into the interim position as he had worked with Lee Brotsker earlier this year.

STEPS TO ACHIEVE GOALS

- Continue conference calls with pertinent agenda items for the

success of deriving best ideas and practices from each chapter and regional group.

2. Work with committee members and directors to foster communication to those members that don't participate regularly.

LONG TERM GOALS FOR THIS POSITION

1. Work with and on behalf of NEWH, Inc to increase membership on an International level and to increase communication within all of the membership.

MEMBERSHIP

MEGHAN BAZEMORE

Job Purpose

- Develop a program to maintain memberships, increase visibility to potential members and promote NEWH, Inc.

2013 GOALS

1. Encourage chapters to continue to expand their membership with Membership Drives
2. Bring in more Business Members

2. Equip each local chapter with the information to encourage companies to take advantage of the Business level membership and the benefits for the individuals as well as the companies

STEPS TO ACHIEVE GOALS

1. Ask each chapter to provide an summary of successful membership drives for other chapters to learn from

LONG TERM GOALS FOR THIS POSITION

1. Recruit chapter board members to expand their roles and join the Inc. Board of Directors
2. Increase overall membership!

MEMBERSHIP REPORT BY CHAPTER

chapter	2012 Year End		2012 Year End w/ Students		2013 to date	2013 to date w/ Students		% of Change since January Meeting does not include students	2013 non renewals		2013 new members / past returning		voting members	non-voting	students
	Students are not reflected														
Arizona	67	74	56	68	-16%	26	38.8%	17	30.4%	50	6	12			
Atlanta	270	326	215	299	-20%	92	34.1%	38	17.7%	180	35	84			
Atlantic City/Philadelphia	75	96	60	88	-20%	21	28.0%	6	10.0%	53	7	28			
Chicago	251	311	207	296	-18%	93	37.1%	44	21.3%	145	62	89			
Dallas	354	471	342	499	-3%	90	25.4%	72	21.1%	250	92	157			
Houston	207	277	149	250	-28%	73	35.3%	12	8.1%	76	73	101			
Las Vegas	151	178	124	165	-18%	40	26.5%	13	10.5%	90	34	41			
Los Angeles Founding	252	287	204	252	-19%	91	36.1%	41	20.1%	166	38	48			
New York	415	546	358	511	-14%	154	37.1%	73	20.4%	255	103	153			
North Central	177	258	150	282	-15%	51	28.8%	19	12.7%	75	75	132			
Northwest	138	147	119	137	-14%	49	35.5%	25	21.0%	94	25	18			
Rocky Mountain	121	142	103	136	-15%	37	30.6%	16	15.5%	80	23	33			
San Francisco Bay	142	184	170	224	20%	37	26.1%	59	34.7%	138	32	54			
South Florida	160	192	136	178	-15%	48	30.0%	29	21.3%	94	42	42			
Sunshine	230	259	192	255	-17%	72	31.3%	30	15.6%	153	39	63			
Toronto	141	161	125	161	-11%	37	26.2%	20	16.0%	93	32	36			
United Kingdom	58	58	52	52	-10%	20	34.5%	15	28.8%	51	1	0			
Washington DC Metro	247	293	193	269	-22%	81	32.8%	28	14.5%	139	54	76			
New England Region	15	15	52	58	247%	3	20.0%	36	69.2%	47	5	6			
North Carolina Region	41	43	63	69	54%	10	24.4%	28	44.4%	53	10	6			
Orange County Region	36	49	45	62	25%	12	33.3%	18	40.0%	43	2	17			
Regional Members	19	19	17	17	-11%	6	31.6%	10	58.8%	13	4	0			
San Diego Region	22	44	15	42	-32%	12	54.5%	2	13.3%	14	1	27			
Vancouver Region	37	102	39	124	5%	9	24.3%	9	23.1%	33	6	85			
Virginia Region	28	47	21	55	-25%	9	32.1%	2	9.5%	20	1	34			
	3654	4579	3207	4549	-12%	1173	32.1%	662	20.6%	2405	802	1342			

edited 01-September-2013

EXPANSION

ANDY SCHADLER

Job Purpose

- Responsible for identifying, developing and supervising new chapters from initial organization through Charter process
- To support the NEWH Regional Areas and Members-at-Large

Lee Brotsker has decided to step down as Director to focus on his life passions of martial arts training and travel and local design. We accepted his resignation with regret and with understanding of his decision, but also realizing that Lee has already drafted an excellent plan that was barely refined or put into action and we need to now finish and expand on the great work that Lee began.

Key steps we need to take to revive the expansion of regional groups and regional members:

- Identify who our regional members are and where they are.
- Identify which members are connected to or in close proximity to existing regional groups and their steering committees, and which members are more remote or as we used to call them 'at large'
- Identify members who would like to be potential chairs or committee volunteers on a national/international level assisting Tina & Andy
- Put a system into place with the INC office of regular notification (monthly? quarterly?) to Tina & Andy of who the recently joined regional members are along with their contact information.
- Put a system into place of regular outbound one-on-one calls from Andy and/or other chairs or committee volunteers to welcome new regional members to NEWH and explain what resources are available to them thru the regional groups and regional members directorship and the INC office.
- Review the regional membership to see if certain areas have

enough regional members that they should consider creating a regional steering committee (i.e.: Ohio Valley, New Orleans, Maritime Provinces, etc.)

- Review the general membership to see if other existing members that are incorrectly assigned to established chapters or regional steering committees, and perhaps suggest those members become regional members or consider creating a regional steering committee for their area if enough members exist (i.e.: Wisconsin, hello? Inc. headquarters!)
- Contact the Regional Steering Committees on a regular basis to make sure they have the resources and guidance they need and the answers to questions they have
- Review the regional and national tradeshow and events to determine which ones might be suited to reviving some sort of regular planned and hosted Regional Member get together (i.e.: breakfast, coffee klatch, cocktail party, etc.)
- Review and request expanded budget for regional expansion to support above and also to support more in-person contact between VP or Director and regional groups
- Coordinate gathering and sharing between regional group steering committees and unaffiliated regional members of their programming and fundraising and membership building attempts and problems, success and failures.
- Prepare the directorship position for nominations for special elections

REGIONAL MEMBERSHIP

Regional Area	2013	2012	2011	2013 Projections
Alabama Region	1			
Arkansas Region	1	0	0	
Asia/Pacific	1	0	0	
Indiana Region	1	1	2	
Memphis/Mid-South	11	3	4	

Regional Area	2012	2012	2011	2013 Projections
Michigan Region	1	2	3	
Missouri	3	0	0	
Ohio Region	10	5	3	
Oklahoma Region	6	3	3	
South Carolina Region	3	2	2	

VP/DEVELOPMENT

CYNTHIA GUTHRIE

Job Purpose

- Develop and facilitate methods of generating revenue for NEWH, Inc.

NO REPORT SUBMITTED FOR SEPTEMBER BOARD MEETING

2013 Goals

1. Broaden scope of sponsorship programs to incorporate other types of sponsorships categories
2. Assess past silent auctions to seek areas for improvement and develop additional auctions at new events.
3. Develop a saleable product promoting NEWH as a method for fundraising thru chapter levels.

Steps to Achieve Goals

1. To broaden scope of sponsors – presently working on categories to target & benefits that would entice these sponsors outside of the Corporate Partnership program
2. Fundraising - Continue to analyze previous years' performance & to work with Fundraising Director to implement new vendor(s) for auctions, new auctions site and online auction evaluation.

3. Review potential items that would generate funds for NEWH, Inc while promoting sponsors in various programs.

Long Term Goals for This Position

1. Develop Standards and Best Practices for this position
2. Develop forecasts for sponsorships 1 to 5 years.

Other Report Items

1. Fundraising – Ben Coy is catching up to what has to be done & has worked on his first Silent Auction at HD Expo. Thank you Ben for all your efforts. There will be a PAC Silent auction for the duration of the show. Live auction is not taking place this year since it did not do well last year. There will also be the online auction for vendor donated items. The Inc office does an amazing job to get both auctions ready for the show. A very sincere thank you to Julie & Diane for all the hard work. Please inform people prior and during the show to attend these auctions!

2. New Corporate Partners have been added since our last meeting. Here is recap of all Corporate Partners/Levels. As you go through the show, please be sure to thank them for their continued support of NEWH.
3. Thank you to all Chapter Fundraising Directors for your participation in our quarterly Discipline calls. We continue to hear great event ideas, the successes and the problems. Everyone is great about letting it all out on the call so other on the call can learn from other Chapter experiences. I am particularly proud that each Chapter is so giving in the details to help assist other Chapters around the country. The Inc office is wonderful with the follow up minutes – Thanks a million to all.
4. The Executive Committee along with Inc. office is looking at the Fundraising numbers for our Silent Auctions so we can analyze financial gain versus manpower & costs associated with running these Auctions. More to follow.
5. I would like to again take this opportunity to discuss the importance of acknowledging our Corporate Partners as well as event sponsors at all functions for NEWH. It is vital to our organization that each chapter include in their program speech or other introductions at each and every NEWH event whether it

- be a program, fundraiser or social get together, that you state the names of each corporate partner and if there is a representative from that company, they should also be introduced and thanked for their company's support of NEWH. Further each chapter must display the Corporate Sponsor signage at every event. This was shipped to each chapter at the beginning of the year. It must be at programs, fundraiser and social networking events.
6. In the past we would receive complaints from some of our Corporate Partners that attended various chapter events and informed us that either signage was not present and/or there were no introductions made. Corporate partners provide enormous funding to the NEWH Inc organization so that we are able to support the chapters with all the various initiatives, marketing, scholarships and many other endeavors. During our discipline calls, we stress to those who attend, they need to bring this information back to their chapters. I have not been advised of any recent complaints so keep up the great work for our Corporate Partners and thank you.....it really makes a difference.

2013 CORPORATE PARTNER LIST	level	partner since
Durkan Hospitality	Benefactor	1995
Fabricut Contract/S. Harris	Benefactor	2004
KOHLER Company	Benefactor	2012
RH Contract	Benefactor	2012
ULSTER	Benefactor	2003
American Leather	Patron	2008
Hospitality Design Group	Patron	2001
Hospitality Media Group, LLC	Patron	2012
Hotel Interactive	Patron	2012
Installation Services Group	Patron	2010
Milliken Hospitality	Patron	1996
Moen, Incorporated	Patron	2012
Summer Classics Contract	Patron	2011
American Atelier, Inc.	Supporting	2011
Arteriors Contract	Supporting	2013
Ashley Lighting, Inc.	Supporting	2012
B Carpet	Supporting	2001
Bernhardt Hospitality	Supporting	2012
Conneaut Leather	Supporting	2012
Electric Mirror	Supporting	2008
Fabric Innovations	Supporting	2011
Hunter Douglas Hospitality	Supporting	2010
iWORKS	Supporting	2013
Justice Design Group	Supporting	2013
Karndean DesignFlooring	Supporting	2011
Lexmark Carpet Mills	Supporting	2008
Lily Jack	Supporting	2011
Mandy Li Collection	Supporting	2011
P/Kaufmann Contract	Supporting	2011

Richloom Contract	Supporting	2013
Serta International	Supporting	2005
Séura Incorporated	Supporting	2012
Shafer Commercial Seating	Supporting	2012
Shelby Williams	Supporting	2011
Signature Hospitality Carpet	Supporting	2005
Tropitone Furniture Company	Supporting	2012
Vaughn Benz	Supporting	2011
WALTERS	Supporting	2012

NEWH has put a cap on the number of Corporate Partners under each level of commitment (Benefactor – 5; Patron – 10; Supporting – 25). All are now filled with the two new Patron level signed agreements – Crypton, Inc. and Delta Faucet Company. Both companies will be coming on in January. We are keeping a waiting list if a company is interested. They will be contacted if one of our current partners does not renew. All inquiries should be directed to Jena Seibel or Shelia Lohmiller.

FUNDRAISING

Job Purpose

- To coordinate, support and monitor all fundraising activities within the organization, and to develop and implement NEWH's fundraising strategies for unrestricted income so as to help generate the security and funds required to achieve NEWH's growth plans.

NO GOALS/REPORT SUBMITTED

VP/MARKETING

Job Purpose

- Developing an action plan to provide events that will benefit the membership of NEWH, Inc. and enhance NEWH's market presence

NO GOALS/REPORT SUBMITTED

MARKETING COMMUNICATIONS

Job Purpose

- Provide marketing communications through Public Relations and online media for NEWH, Inc. and support initiatives and chapter events and programs with international and regional marketing opportunities.

NO GOALS/REPORT SUBMITTED

MARKETING COLLATERAL

Job Purpose

- To maintain a creative calendar for marketing collateral and to work closely with NEWH, Inc. Board of Directors and its chapters to ensure consistency of branding, creativity and accuracy of marketing materials.

NO GOALS/REPORT SUBMITTED

VP/EVENTS

PHILIP BYRNE

Job Purpose

- Develop and maintain a plan to provide events that benefit the NEWH membership and enhance the NEWH brand.

2013 GOALS

- Ensure 2013/2014 RTS are well executed and financially successful
- With RTS Director research options to create a more meaningful experience for attendees and vendors.
- With Director of Leadership Conference assist with delivery of 2015 Leadership Conference in Dallas
- Investigate with RTS Director options to improve shows, more CEU's, guest speakers etc. in conjunction with 'Owners Table'
- Regular contact with Leadership Conference director to become more actively engaged in 2015 Conference build up and preparation.

LONG TERM GOALS FOR THIS POSITION

- Assist with planning delivery of 2015 Leadership Conference
- Delivery of a planned RTS calendar for 2015
- Research opportunities for developing an overseas event

STEPS TO ACHIEVE GOALS

- Liaise closely with Inc. office and RTS Director to assess each show and analyze both exhibitor and attendee feedback

OTHER REPORT ITEMS

1. At the time of reporting contract is just about to be signed for a location in Dallas for 2015 Leadership Conference
2. RTS remaining in 2013 Minneapolis and Seattle
3. 2014 RTS line up is LA ,DC,Atlanta,Denver and to be confirmed Houston

4. 2015 RTS will commence with Dallas in Jan the rest of the year is to be confirmed
5. RTS continue to be an important part of NEWH funds for scholarship as such many thanks to NEWH Inc. and volunteers at all levels for contributing to the continued success

NEWH CONFERENCES

LEIGH MITCHELL

Job Purpose

- Develop the bi-annual NEWH International Conference – Making better Leaders in the Hospitality Industry

NO REPORT SUBMITTED FOR SEPTEMBER BOARD MEETING

2013 GOALS

1. Finalize location for 2015 conference
2. Finalize hotel contract for conference
3. Finalize name of conference
4. Finalize layout of conference and tradeshow
5. Meet with Dallas team
6. Create budget

STEPS TO ACHIEVE GOALS

1. Regular meetings with Julia and Trisha
2. Regular communication with Dallas Team

LONG TERM GOALS FOR THIS POSITION

1. Successful 2015 Leadership Conference

OTHER REPORT ITEMS

1. Dallas is chosen location
2. Fairmont is currently chosen hotel

REGIONAL TRADESHOWS

BRYAN ADCOCK

Job Purpose

- Be responsible for and coordination of all NEWH, Inc. Regional Tradeshow (tabletop/mini-booth format) activities

NO GOALS/REPORT SUBMITTED

VP/SUSTAINABLE HOSPITALITY

DINA BELON

Job Purpose

- Developing an action plan to provide events that will benefit the membership of NEWH, Inc. and enhance NEWH's market presence

NEWH SUSTAINABLE HOSPITALITY COMMITTEE 2013 SMART GOALS

1. Produce Green Voice educational sessions at (3) Conferences including at the Leadership Conference Jan. 24th – 26th, HD Las Vegas May 15th – 17th, Green Lodging and Hospitality Conference Dec. 17th -18th in Orlando. In addition at least (1) Green Voice Webinar, date TBD.
2. Produce (4) Green Voice articles for the NEWH Magazine by the deadline provided.
3. Write a strategic plan to get NEWH in a position to include Sustainability as part of the mission statement, for review in NY at the EC meeting.
4. Obtain (4) Green Voice Annual Sponsorships by August 1st, 2013 as an introductory pilot sponsorship.

SUSTAINABLE HOSPITALITY COMMITTEE OBJECTIVES FOR 2013

1. Increase SH directory participation (Sherry Cooper/David Mahood)
2. Improve Sustainable Directors engagement and number of SD's in the chapters (Lora Spran)
3. Improve the SH website and social media presence – adding LinkedIn and Twitter. (Adrienne Pumphrey)
4. Assist the international board with Sustainable CEU options for Chapters to utilize (Dina Belon)
5. Lead quarterly Chapter Sustainable Director calls on Feb. 26th, May 7th, and August 27th (Lora Spran)
6. Solicit at least (6) contributions to each of the (2) NEWH on-line auctions in May and Sept. (Lynda Sullivan)
7. Award the NEWH Sustainable Hospitality Scholarship (\$5000 undergraduate and \$5000 graduate) on May 15th (Andrea Thomas)

NEWH SUSTAINABLE HOSPITALITY ACCOMPLISHMENTS FOR

2013 TO DATE

1. Produce Green Voice educational sessions:
2. NEWH Leadership Conference Jan. 24th – 26th
3. HD Las Vegas May 15th – 17th, 2013
4. Two Green Voice Sponsor have signed up; JLF/Lone Meadow and Global Lighting. Special thanks to both of them!
5. Successful donations to the NEWH Auction for a total amount of \$3,381
6. Have produced three articles for the NEWH magazine
7. Have added a Sustainable Hospitality LinkedIn group to grow our social media presence
8. Assisted the Scholarship committee award the NEWH Sustainable design competition scholarships

NEWH SUSTAINABLE HOSPITALITY - REMAINING ACTIVITIES FOR 2013

1. Green Voice series - "The ART of Sustainability"
Green Voice Webinar series
November 19th, 2013
12:00 PM – 1:00 PM EST – Topic: Regional Goods; a designer's case study and supplier's outlook
1:30 PM – 2:30 PM EST – Topic: Delivering Green Design; the designer and supplier relationship; JoAnna Abrams moderator with a designer and vendor
3:00 PM – 4:00 PM EST – Topic: Technology & Sustainability; how they interface
Join us for the Entire Series: Only \$20 for NEWH members and \$50 for non-members; free to students
Business sponsorships available for \$250; benefits: recognition as a sponsor on webinar marketing material and presentation, Mention as a sponsor on the NEWH Sustainable Hospitality Fa-

cebook page, logo with your sustainability statement on the NEWH Sustainable Hospitality webpage promoting the Green Voice Webinar for 6 months, and attendance for two people. Interested in sponsorship contact: Dina Belon, NEWH VP of Sustainable Hospitality @ dina.belon-sayre@peabodyorlando.com

2. The Hospitality Conference at The Peabody Orlando, Dec. 17th & 18th, 2013.

Meta Trends – (joint panel with design and operations professionals) A discussion of the overarching sustainability concepts that are changing the way we design. Panel members will project where these trends will position us 20 years from now and then engage in a back casting exercise to recommend what ac-

tions companies should be taking now to prepare Eco Districts & Community Sustainability Initiatives – The concept of creating a critical mass of sustainability. What is going in in Florida? Florida Green Lodging, Green Destination Orlando Marine Biology and Coastal Development (design, development panel)

3. "What is beauty and great sustainable design" mean to the millennial generation? Research by MindClick – JoAnna Abrams, CEO MindClick SGM
4. General Session - What meeting planners want in a hotel / convention design? (town hall format, instant voting)

SUSTAINABLE HOSPITALITY

ADRIENNE PUMPHERY

Job Purpose

- Develop and facilitate programs that bring NEWH, Inc. to the forefront of Sustainability in the Hospitality Industry. The programs should increase the visibility/credibility of NEWH, Inc.

SEE ABOVE

VP/INTERNATIONAL RELATIONS - CANADA

CHRISTINE TUCKER

Job Purpose

- Develop and facilitate a program that expands the NEWH, Inc. mission of education through charitable endeavors worldwide. The program should increase the visibility/credibility of NEWH, Inc.

2013 GOALS

1. Continue to work with Regional Group in Vancouver, B.C. They have a very positive and strong committee for this year. Scholarship event planned for September 2013 to Award first Scholarship of \$2,000.00 to a local recipient. Attendance is strong at events but not much change in membership numbers. This year with Vancouver the scholarship process, it seems there is a need for Regional Groups to have a Scholarship role on the Committee. This will allow Regional Group to reach out to local schools and aid in the process when they meet the requirements to award a scholarship. Has been a rush to get to schools and have applications done in time to get applications back, would suggest would be easier if had a person focused on Scholarship and a year in advance to get processes in place.
2. Continue to work with Atlantic Canada Regional Group with Kara MacGregor as a new member Jan 2013 and is the Principal of the largest design firm in the East Coast and she is interested in leading the Atlantic Group with events and help grow the membership. Have some interest in membership, but has been slow in getting people on board for membership in Atlantic Canada. Now have two Atlantic members. In addition, Toronto Chapter is awarding a scholarship to a student in Ontario that plans to return to Nova Scotia once graduated and work in the industry.
3. Strengthen membership and relationships with US and UK counterparts.
4. Expand the NEWH mission Canada-wide, increase the visibility/credibility of NEWH.
5. Explore and encourage new Regional Groups in other areas of Canada.
6. Winnipeg & Calgary have had some interest but no local individuals/members willing to step up to limited group at present.
7. Work with NEWH International to maintain structure and best practices for International Chapters working with NEWH Inc. for continued relations that benefit all parties.
8. Build on the Networking opportunities throughout Canada and USA.
9. Continued growth with other associations in Canada to expand our membership base.
10. Trade show in Toronto with IIDEX 2013 – great partnership that allows NEWH to share the stage with ARIDO and Enroute allowing us to award our Scholarships and get publicity in all their marketing across Canada.

STEPS TO ACHIEVE GOALS

1. Working with committee members in Vancouver Regional Group and Committees
2. Working with Kara MacGregor in Halifax to build a committee with new members in Atlantic Canada to develop the Regional Group and Committees
3. Currently work with all members in Vancouver & Toronto Chapters to assist in facilitating functions and growth for NEWH Canada Inc.
4. Mentor members to move into the International forum and understand Canada and USA format and structures.
5. Work with Canadian and US legal to ensure compliance to all Federal concerns of both countries.
6. Successful participation to expand Canadian awareness of NEWH with continued partnering at 2013 IIDEX and award 2013 Toronto Chapter Scholarships at venue on main stage.

LONG TERM GOALS FOR THIS POSITION

1. Work with Chapter's in Canada to make sure they understand NEWH and the complete offering and keep them involved on an International level
2. Keep communication with International office and other Chapters
3. Grow membership in Canada
4. Continue to encourage and educate succession plan for future members in Canada.

Other Report Items

1. Continue to monitor the Canadian, taxes and accounting sys-

VP/INTERNATIONAL RELATIONS – UNITED KINGDOM

LYNN FISHER

Job Purpose

- Develop and facilitate a program that expands the NEWH, Inc. mission of education through charitable endeavors worldwide. The program should increase the visibility/credibility of NEWH, Inc.

NO REPORT SUBMITTED FOR SEPTEMBER BOARD MEETING

2013 GOALS

1. Increase membership/awareness within the European Hospitality Industries of the NEWH
2. Board positions – Programming and Marketing are key empty positions.

STEPS TO ACHIEVE GOALS

1. Encourage our members to promote the NEWH
2. Work on our International companies within Europe
3. Work with Julian Brinton VP UK to find people for these positions

LONG TERM GOALS FOR THIS POSITION

1. Keep raising the NEWH profile within Europe and the UK

2. Looking to set up a Region either in the UK or Europe work with Julian to achieve this
3. Increase our Sponsorship funding for our large events to build up our scholarship funds to enable the UK to give money to universities and colleges, while still giving money to the students at the Royal College of Arts

OTHER REPORT ITEMS

1. Making the hand over of President to Julian Brinton as easy as possible.
2. Maintaining a good working board of directors and encouraging more men to come onto the board.

PAST PRESIDENT

HELEN REED

Job Purpose

- To provide counsel to the NEWH, Inc. Governing Board

2013 GOALS

1. Founders Circle in May- Work with Corporate Partners to get them more involved with Founder's Circle and the benefits of participating. Follow through Partner's suggestions and comments.
 - a. *Provide outline and program for evening
2. Engage organizations such as National Restaurant Association or other hospitality organizations to become involved or form partners with NEWH
3. Continually increase awareness of NEWH in all areas of the Hospitality Industry and with Sustainable organizations
4. Work with the Sustainability Committee
5. Provide counsel to the Governing board and support as required.
6. Assist the President as required and with the completion of goals that were set during my Presidential term
7. Assist with Succession planning for the IBOD and EC

STEPS TO ACHIEVE GOALS

1. Increase contact with Corporate Partners to make them aware of Founder's Circle and the agenda. Send out reminders to

- them to keep them aware of the event so that there is a great deal of participation from them at the event. Take feedback that is given at Founder's Circle and work with NEWH to implement their thoughts into future actions
2. Attend other conferences and networking events in the industry where there are opportunities to discuss NEWH and the benefits of other organizations getting involved or partnering with NEWH in the future
 3. Work with IBOD and EC keeping up to date with industry events

UPDATE:

1. Founder's Circle was held in May; we had a good turn out from our Corporate Partners and were able to take the time to discuss great action plans for key involvement in the year ahead.
2. The new members and positions of the NEWH International Board's Executive Committee will be announced in September in Miami
3. The E-zine has been cancelled. We will be revisiting the idea of blogs for the organization and chapters moving forward.

EXECUTIVE ADVISER

ANITA DEGEN

Job Purpose

- To provide counsel to the NEWH, Inc. Governing Board
- Assist the NEWH, Inc. Governing Board in preparing its annual total strategy plan both for the short and long term
- Monitor the health of NEWH, Inc. and adherence to its mission

2013 GOALS

1. To assist and provide good counsel to the Past President, President and Governing Board wherever needed but particularly on topics related to the mission of NEWH
2. To assist in the preparation of the annual total strategy plan
3. To assist in developing the Past Presidents Council as a resource for the organization

4. Special projects as assigned by the President such as reviewing provider status for Continuing Education

STEPS TO ACHIEVE GOALS

1. Stay informed and continuing my engagement with the activities and goals of the Board and the chapters
2. Regular attendance on conference calls, strategic planning sessions and at International Board of Directors meetings.

3. Work with the immediate Past President, President and other Executive Advisors and Ambassadors on behalf of the organization to nurture succession, develop new paths for NEWH to service the Hospitality Community and maintain the good health of the organization

OTHER REPORT ITEMS

1. Continuing to advocate to clients and vendors to be involved and to support NEWH and its mission

NEWH AMBASSADORS

MICHELLE FINN

DEBORAH HERMAN

Job Purpose

- Act as Good Will Ambassador by bringing awareness of NEWH, Inc. to the industry

NO REPORT SUBMITTED FOR SEPTEMBER BOARD MEETING

2014 Goals

1. To attend and promote all National and Regional NEWH activities. This includes bringing personal contacts to the events, helping promote events to the local region, chapter by chapter and most especially, building the brand of NEWH Excellence.
2. Regarding events that can be "best practices", our goal is to attend these events, help with the committee to make these events successful and pool our individual contacts to help make these events successful. These events include: Hospitality Fashion Challenge-Design in a Box, Product Runway, Regional Golf Tournaments, and all NEWH trade shows, Leadership Conference and any others a specific chapter or national asks for assistance with...

Steps to Achieve Goals

1. Attend NEWH events and other industry events i.e. American Lodging Investment Summit (ALIS), Cornell Innovation Network, Lodging Conference, BDNY, HD Expo, BITAC events, Boutique Lifestyle and Lodging Symposium, NYU Investment Conference and Hospitality Equity and Lenders Perspectives to provide NEWH with unique perspectives and opportunities.
2. Continue to promote membership in all and every avenues available. Promote what NEWH can do for its members.
3. Meet with chapter presidents and programming chairs to offer guidance on "best practices" and growth opportunities.

Long Term Goals for This Position

1. To enrich the scholarship funds for all chapters. This is help fundraising to new and exciting levels.

2. To outreach to membership possibilities including hospitality owners, educators, students etc.

3. To help identify business opportunities for NEWH

Year to Date Review

1. We attended and promoted the NEWH Leadership Conference, regional shows in Orlando, and Chicago. We attended Chicago, Sunshine and NY chapter events and programs.
2. We attended other industry events including the American Lodging Investment Summit, BITAC, AHLA event in DC, and the Cornell Innovation Network.
3. We co-developed "Power Players: Women Leaders in Hospitality" sponsored by NEWH and AHLA/WIL (Women in Lodging).
4. We worked with the Chicago chapter on their Summer Social with a Twist event (August 1), leveraging our relationships for staging the event at the Saddle & Cycle (private club) and for hospitality owner participation.
5. We are working with the NY Chapter on their Product Runway event in conjunction with the IHMR and BDNY shows.
6. We worked with LA Founding Chapter and Orange County Regional on a new program/event, Hospitality Fashion Challenge-Design in a Box, in conjunction with BDWest.
7. We plan to attend HD Expo, Caribbean Hotel Investment Conference, NYU Investment Conference, Lodging Conference, IHMR/BDNY, BITAC, Hospitality Match, Cornell Icon Award/event, NeoCon, Gold Key Awards/Events and others to be determined.

NEWH OFFICE

STAFF

BOARD

Ensure a Smooth Transition into 2014

Be sure to include those new 2014 board members in your end of year (Oct/Nov/Dec) board meetings so your current board members can mentor the new members. The new board members can see how the board meetings operate and will have the opportunity to ask questions of the current board member in their position to ensure an easy transition to your new board.

*Remind ALL board members to participate in the **mandatory discipline conference call for their respective position.** These calls will take place in November and December prior to the New Year. If you do to not participate, you will not be able to serve on a Chapter Board of Directors.*

Avoiding Board Burnout

Focus on a few high quality events instead of many events. Have the other months be simple sundowners-no host/no sponsorship networking at a local establishment that perhaps was newly renovated and see if they will offer tours. Committee development takes time and energy but is the key to offering high quality events

and not burning out current board members. Committee members as well are great following year board members.

Board Member Job Descriptions

Job descriptions for voting board positions are complete and will be available on the website soon. Chair job descriptions will be revamped as well and available in the next few months. All board positions descriptions will be available and shared during the mandatory end-of-year webinars for each position.

Delegate Board Reports

Delegates – it is your responsibility to submit a report for each NEWH, Inc. Board Meeting.

Board members – if you do not see your chapter report in this packet, be sure to follow-up with your delegates!

Chapter Board Training/Planning

Things change ... that is why Board Training is important. New regulations from the government, or By-law changes, or new Board directives – schedule your training date NOW!

If your chapter is up for a webinar or in-house board training please

contact Jena Seibel to schedule. This is for the incoming 2014 Board of Directors and can be hosted any time after the 2014 Board is voted and approved.

Quarterly Call

Board members – **PLEASE participate in the quarterly calls for your discipline.**

There is a wealth of information shared during these calls and so much is learned when you talk to other chapter board members. The directors take their time to complete an agenda and prepare for the call and would be respectful for more to join. All calls have been very informational. The best part of the calls is the sharing and support of other chapter board members in your same position.

If you are not attending these calls, you are missing out!

FINANCE

• NO CHAPTERS ARE ALLOWED TO HAVE CREDIT OR DEBIT CARDS

- Insurance riders must be applied for at least 10 business days prior to your event. We have changed insurance companies and will no longer be able to accommodate last minute requests.
- Credit card processing – if you are not swiping a card but sending credit card slips to the NEWH office for processing, THESE MUST BE SENT TO THE NEWH OFFICE **WITHIN SEVEN (7) DAYS OF THE EVENT.** The Chapters are doing a GREAT job in sending the information quickly after the events are closed.
- Please tell your card holders that their credit card will be processed within 14 days of the event. This should resolve some of the problems.
- ALL CREDIT CARD PURCHASES MADE TO NEWH, INC., that does not go through the swiper, **MUST INCLUDE BOTH THE CVC CODE** (the magic number) AND THE BILLING ADDRESS. Please **DOUBLE CHECK** the forms before sending! We are unable to process cards without that information – and Julie cannot spend the amount of time necessary to call all of your attendees. In the future, we will be sending these back to the chapter treasurer for the additional information.
- When requesting NEWH to pay for your event/venue on the chapter credit card, please submit your request at least **5 DAYS IN ADVANCE.** There have been times that we cannot contact the person you are dealing with at the last minute.
- We have now established the GoPayment merchant accounts for all chapters who are banking with 1st Enterprise Bank.
- For those chapters who are using this service the **MEMO FIELD MUST BE FILLED IN.** Funds cannot be identified if this process is not completed.
- **MEMBERSHIP DUES ARE NOT TO BE PROCESSED USING THE CARD READER.**

CORPORATE PARTNERS

- Please direct all questions regarding Corporate Partner Courtesy or Discount membership to jena.seibel@newh.org.
- It is extremely important that the corporate partner banner be at all events as well as announcing of their names right along with sponsors of local chapter events. If you know someone is present from a partner pointing them out during announcements and thanking them is awesome. Remember, marketing is a huge part of their benefit of the program. We do hear from those that were at events and the companies were not acknowledged or listed.
- Corporate Partners would like to be made aware of local chapter sponsorships opportunities.

NEWH Corporate Partner Courtesy Fundraising Tickets

- A total of 325 courtesy fundraising tickets are allocated to corporate partners per year.

- Supporting level receives 5 tickets, Patron 10, and Benefactor 20. This is tickets per year, not per event. **All chapters are required to offer individual ticket sales that are not rolled into sponsorship.** If there are a limited amount of individual tickets for the fundraising event, message Jena Seibel jena.seibel@newh.org before general registration opens so she can send out information to the partners ahead of time.

SCHOLARSHIP

Deciding what to give for scholarships

It is very important to understand that your chapter is fundraising this year to distribute scholarships for the next year. **NEVER** should more than **½ OF YOUR CHAPTER SCHOLARSHIP FUND BE GIVEN OUT** even with an extremely successful prior fundraising year. Save for that “rainy” day/year. The year when sponsorships didn’t come in as great as expected or attendance was lower than budgeted for. It is your fiduciary responsibility as a board member to do so.

Deciding who should get scholarships

Scholarship recipients should be chosen based on NEWH scholarship criteria only (not by essays/portfolios/judges/ personal interests/etc.)

1. Must have completed half the requirements for a degree or certification program in which enrolled
 2. Must have real financial need
 3. Must have at least a 3.0 G.P.A.
 4. Must have a career objective in the Hospitality Industry (i.e., Hotel/Restaurant Management, Culinary, Food Service, Architecture, Design, etc.
- Awarded scholarship funds are to be used solely for tuition, books, supplies (no exceptions/not transportation/housing/etc.)
 - Attend scholarship discipline calls, share with us what’s working/what’s not working, we want to hear from you!
 - NEWH Inc. is here for you, if you receive questions from students/educators you’re not sure about forward onto NEWH Inc.
 - NEWH Inc. can hold scholarship webinar training for succession planning or to assist student reps in promoting scholarship and growing your school list.

Marketing your scholarships

- Facebook “LIKE” colleges on your school list, post your scholarship details on their Facebook page
- Education is our main mission, award and celebrate your scholarship recipients with an event open to your membership, this is what we’re all about, showcase them and keep in touch with them after

Schools

- NEWH awards to accredited colleges which includes community colleges it’s about the school accreditation not the program, remember that many of your culinary students attend community colleges and have great financial need, seek them out encourage them to apply

Other Scholarships

- We encourage chapters to help promote the signature scholarships, ICON of Industry and Sustainable Design Competition. By doing so you can create an opportunity for a student to receive a \$5000 scholarship with paid travel to the tradeshow and opportunity to network with major names in our industry.

...and

- MEMORIAL/Names SCHOLARSHIPS are to honor NEWH Members only. Per the guidelines, NEWH does not name scholarships for people who were never a NEWH member.
- ALL SCHOLARSHIP CHECKS MUST GO TO AND BE MADE PAYABLE TO THE SCHOOL OF THE STUDENT ONLY

- Contact each school to make sure they received the check and that it will be cashed in a timely manner
- AN NEWH MEMBER, ESPECIALLY A BOARD MEMBER CANNOT BENEFIT FINANCIALLY FROM YOUR SCHOLARSHIP PROGRAM- this is considered a “self-dealing transaction” and is frowned upon by the IRS

MEMBERSHIP

Chapter Membership

Please review the membership report in this packet. You will note most chapters membership has declined this year. This may be a result of the economy not yet back at full force (although it will never be what it was), it could be the change over from annual billing to subscription billing, or it could be not engaging your membership.

When you get your roster each month, have board members call those who have not renewed. It could be an oversight and a friendly reminder might be all that it takes. If it is a disgruntled member, the call will give them a board member to discuss their problem and may turn them around or bring light to a problem that needs to be addressed within the chapter.

Chapter Membership Applications

Approvals have been slow coming in from the chapters. All applications over 30 days old have been reviewed and decided upon by the NEWH Executive Director.

Chapter Membership Rosters

There has been a delay in getting the chapters their rosters in August. This was due to putting our master database on our web-server. All is in place now, so there should be no further issues.

Chapter Demographics

Not all areas have the same make up of hospitality design, purchasing companies, design schools, hotel owners readily available to market for events, sponsorship, and membership. Take time to truly get to know your area and there may be other marketing opportunities within hospitality – culinary, etc...

Attracting Diverse Membership

Everything revolves around programming. If your chapter is trying to attract a particular group for membership- offer programming that interest and attract them. Ask them what they would come to and what would make them join. If you are in a regional area that does not have a high design or purchasing base think outside of the box and remember that NEWH encompasses all in Hospitality. Perhaps you have a higher base of another core group. Target your programming events towards them.

Member communication

Many chapters are focusing on social media and doing a lot of communication on LinkedIn and Facebook pages. Membership directors should reach out to members and potential members and ask them to join their social networking sites. Board buddies can be a great way to communicate to new members - letting them know of upcoming meetings and volunteer opportunities available on your board/committees. Call members about upcoming programs – chapters are finding that if someone actually talks to someone in person about attending an upcoming event and the person commits to being at an event, they will more than likely show up.

Students

Keep tabs on your student members:

- Keep them involved! The more they are involved as an associate/student, the easier it will be to keep tabs on them after they graduate
- Contact your student members prior to graduation - be sure you have a personal email for those individuals and a forwarding address. Send any updates to the NEWH Inc. office to update your

chapter list.

- Go on social media (linked in or Facebook) to connect with those students/associates

Look at the membership report above ... see how your membership would grow if you only converted 50% of your students to full membership. That would be an outstanding goal to set for 2014.

EVENTS

Events/Email Broadcasts

- **Please be sure to allow two (2) to three (3) days MINIMUM to process your email blast requests.** This is becoming more important now all events and payment forms will be on the new website as things are set up differently and there is a learning curve/testing period that is needed for each event.
- **Be sure to check your chapter event calendar on the website to be sure it is correct.** If you have changes, email Diane Federwitz.
- If you know of anyone not receiving email broadcasts, please contact Diane to track the individual email to be sure the email is on your chapter list and has not bounced, etc. Please remind people to check their spam folder, talk to their company IT department, add postmaster@newh.org as an approved/safe sender in their contact list.
- People can sign up for any NEWH email list on the NEWH website – the link is at the far bottom left of the home page. To be removed from a mailing list, at the bottom of all email broadcasts you will see “Unsubscribe or update your email preferences” CLICK IT...you will be taken to a list of all NEWH email blast lists. You can add yourself or delete yourself from any of the lists.

SUSTAINABILITY

- Lora Spran lora.spran@gmail.com is the Sustainable Chapter Liaison, contact her with questions regarding events or adding more sustainable presence within your chapter.
- Stay tuned for upcoming Green Voice events, share details with your chapter and membership

VOLUNTEERS

- The best way to get people involved on committees and/or the Board is to get them involved right from the start. Assign the new members to a board member; have that board member call them to welcome them into the chapter; find out their interests and approach them to be involved in a committee of their interest.
- Sell the idea of involvement ...
 - Leadership training, learn to lead a group of people by heading a committee or being a director
 - Exposure, being on a chapter board will give you much more exposure in your local hospitality community
 - Relationships, as we all know, this IS A RELATIONSHIP BASED BUSINESS. Well, becoming involved will give you the opportunity to develop relationships with people you may not otherwise
- Do a Membership Interest Survey. NEWH, Inc. will send to all chapter members – but do not let it stop there. Send it to people who may be interested in joining NEWH. Board members, send the link to people you feel would be an asset on your board.
- Do not ask people to do an infinite project ... give them a start time and an end time. When people see and understand the scope of a task, they are more apt to take it on.

Feel free to contact the NEWH office if you have any questions.

Questions can be directed to:

- President/VPs/Delegates – Shelia Lohmiller or Diane Federwitz

- Treasurer/Finance/Insurance – Julie Buntrock
- Secretary – Nicole Crawford
- Membership – Diane Federwitz or Kathy Coughlin
- Scholarship – Nicole Crawford
- Programming/Fundraising – Diane Federwitz; Event RSVPs – Julie Hartmann
- Regional Tradeshows/Corporate Partners – Jena Seibel
- Sustainability – Nicole Crawford
- Website/Newsletters – Diane Federwitz
- Other questions – just call, we would be glad to help!

WEBSITE

- **New website is up and running!** We are working on fine-tuning some areas yet, but we are well on our way. Note the new My Account area where you can update your profile information, updated event RSVP forms, new look for our resource, sustainable and member directories, and more! Please be patient as we continue to learn/test the site's capabilities and functionality. Watch for even more exciting areas on the website in the near future!
- **Please review your chapter pages on the website.** If your chapter did not submit text for your chapter home page, stand-

ard text was inserted. Remember: Your chapter-landing page is the first place someone visits to find out about your chapter so sell your chapter here! Why should someone join your chapter? What do you have to offer? What exciting events are you planning? Want to share how successful an event was or market an upcoming event? Send us your requests and make it exciting! Be sure to visit your pages often to be sure they are up-to-date – the more current your pages are, the more visitors you will have on your site.

- **Ideas for your chapter pages?** Contact Shelia or Diane at the NEWH, Inc. office to tell us what you have in mind and we'll do our best to meet your needs.

JUST A REMINDER, THE NEWH, INC. BY-LAWS ARE TO NEWH WHAT THE U.S. CONSTITUTION IS TO THE AMERICAN CITIZEN – THEY WILL NOT BE CHANGED TO BENEFIT A FEW. ANY REQUESTED CHANGE MUST BE REVIEWED BY THE NEWH, INC. EXECUTIVE COMMITTEE AND THE NEWH ATTORNEY BEFORE IT IS PUT BEFORE THE MEMBERSHIP FOR A VOTE.

CHAPTER REPORTS

ARIZONA

chartered May 5, 1995

Scott Hegstad, delegate

NO REPORTS SUBMITTED FOR 2013

ATLANTA

chartered October 16, 1990

Lori Hoegler & Jennifer Loux, delegates

MEMBERSHIP (Morre McCollum)

- Membership has been very exciting as we continue to add new members each month. We recently added another corporate membership, Pulley & Associates thanks to the help of current corporate member Mike MacFarlane. Discussions are underway regarding how to make the Holiday Soiree Membership Drive a success.

PROGRAMMING (no chair \ Jennifer Loux & Jennifer Wellman)

- On May 30th Jared Paul (of Global Views) hosted a showroom tour at the AmericasMart
- Bowling recap/ expenses approval. We held the annual Rock N Bowl Classic at Midtown Bowl on June 27th; all 32 lanes sold out immediately! Thank you to everyone who participated!
- We have networking/social events scheduled for almost every 2nd Tuesday each month. In addition, we are mixing it up with additional events such as CEUs, Showroom Tours and a summer hotel tour series. Each month we will feature and tour a new local Atlanta hotel and showcase the design firms and products specified for the design.

Atlanta NEWH Hotel Tour (Hyatt Midtown) August 27, 2013

NEWH
The Hospitality Industry Network

Join your ATL NEWH Chapter TVS Design, Noble Investment, and our Vendor Partners as we help celebrate the new "Jewel of Midtown"

TUES, AUGUST 27TH
6:00 - 8:00 pm

REGISTER NOW!

SPECIAL REGISTRATION OFFER:
Members/Architects/Designers - \$15.00
Non-Members - \$25.00
Students - Free
Fair Market Value - \$40.00
*Early bird/limited seating/seats and drink hours of event.

Featuring a presentation and tour by TVS Design, specialty cocktails, happy hour, if invited and an honorary appearance by **Robert Bell**, Atlanta's own Ambassador of Midtown!

HYATT ATLANTA MIDTOWN
125 10th Street NE
Atlanta, GA 30309

SPONSORED BY: Kimball Hospitality, REID WYLLIE LTD, SWANSONSKI, JPI, Brintons, ALGER FRITON, SPECIALTY, wallcovering

Atlanta NEWH CEU Event ("Design at the Park" w/ Kathryn Arnold at Park Tavern) September 10, 2013

NEWH
The Hospitality Industry Network

PARK TAVERN
500 10TH ST. NE
ATLANTA, GA

TUESDAY, SEPT. 10TH
6:00-8:00pm

Cocktail Reception of 6:00
CEU Presentation Begins at 6:45
*Parking is Free, 1 Drink Ticket Included
(Event Area is Air-Conditioned!!!)

REGISTER ONLINE NOW - LIMITED SEATING
RSVP DEADLINE IS SEPT. 4th
ARCHITECTS & DESIGNERS - FREE
MEMBERS - \$10.00
NON-MEMBER - \$15.00

Proudly Presented By:
SPRADLING
Douglas

DESIGN AT THE PARK
Join NEWH/ATL and Arnold Design Resources for a special Summer/Evening learning event in the Piedmont Garden Fest
Program: A Fresh Look At Coated Fabrics
Provider: Spradling International, Inc
Program #: SPK2012
Length: 1 Hour
Credits: 1h + Sustainable Design (SD) & HW Credits
*NIA #1022 & *ISAASD/IDCC Class Code CC-10174 092 + 21 14

Description:
A program that illustrates how coated fabrics, such as upholstery vinyl, are manufactured and specified. Sustainability and how coated fabrics fit into environmental design and green building standards will be examined. New trends in various design applications and how coated fabrics contribute to the health, safety, and aesthetics of these spaces will be discussed. Product innovations and a brief history are also included.

Atlanta NEWH Hotel Tour (HGI/Homewood Suites Midtown) September 17, 2013

Atlanta NEWH Golf Tournament (St Marlo) October, 2013

It's Tee Time!
JOIN NEWH ATLANTA FOR THEIR ANNUAL
SCHOLARSHIP FUNDRAISING GOLF TOURNAMENT
October 10, 2013

St Marlo
GOLF & COUNTRY CLUB
7755 St Marlo Country Club Pkwy
Duluth, Georgia 30097

FOR PARTICIPATION & SPONSORSHIP OPPORTUNITIES:
Erica Coursey | Erica@northwestcarpets.net

Atlanta NEWH Holiday Event (tentative) December 10, 2013

- 2014 Events \ Open Discussion
- Open Board position \ nomination:
 - Susan Freed (Symmons) interested in potentially taking on the Programming role

SCHOLARSHIP (Stacy Costa)

- Scholarship News Congratulations to our 2013 Scholarship Recipients!
 - Ayman Abdallah; Savannah College of Art and Design
 - Aja Baldwin; University of Tennessee-Chattanooga
 - Valerie Haase; Georgia State University
 - Benjamin Harris; Savannah College of Art and Design
 - Laurel Holland; University of Georgia
 - Shantae Walker; The Art Institute of Atlanta
 - Ashanti Woods; Le Cordon Bleu College of Culinary Arts

FUNDRAISING (Erica Coursey)

- Tony Lopez has signed on to "Co-Chair" the Golf Tournament with me this year and has brought some excellent new ideas to the table. Tony will be handling Team Registration and I will be handling Sponsorship Registration. We have adjusted the Sponsorship Levels, added a few new Sponsorship options and streamlined the extracurricular items such as Mulligans and Raffle Tickets in order to maximize the profit potential. We also raised the Team Registration Costs in order to raise the profit margins.

COMMUNITY SERVICE (Cathy Mansour)

- Our second community service outreach program, Bears On Patrol was a huge success; the Atlanta chapter donated over 200 Teddy Bears at their Rock N Bowl event.
- The bears were then distributed to local police and fire stations so that they could be distributed to their police units and fire trucks for when these service men and women come across a scared child. It makes the service people more approachable and calms the traumatized child. Our next community service outreach will be held in conjunction with our Holiday Soiree.

STUDENT LIAISON (Kelly Bowen)

- Our student membership and chapter awareness continues to increase. We are discussing ways to highlight designers more at our events such as competitions, etc. and will be reaching out to students to volunteer with event assistance

OTHER CHAPTER HIGHLIGHTS

- Planning the 2014 Regional Trade show in Atlanta (Meghan Bazemore\President & Lori Hoegler\VP Admin)
 - Jena Seibel (NEWH, Inc) put us in contact with Steven Pollock, CMP, Manager, Global Accounts \ HelmsBriscoe \ Boca Raton, Florida \ TEL: 561.416.0288 \ CELL: 561.213.3649 \ spollock@HelmsBriscoe.com \ www.HelmsBriscoe.com
 - Meghan & Lori visited/guided tour:
 - o Hyatt Regency Atlanta Downtown Final Selection!
 - Thursday, Aug. 15th, Hyatt Regency Atlanta
 - 12:30 pm lunch & site tour with Janet Gavidia
 - o The Westin Buckhead Atlanta
 - Friday, Aug. 16th, Westin Buckhead
 - 12:30 pm lunch & site tour with Holly Johnson
 - Other recommended venues:
 - o The Atlanta Marriott Buckhead Hotel & Conference Center
 - o Renaissance Atlanta Waverly Hotel & Convention Center
 - o Novare Events: Biltmore Ballrooms or The Foundry at Puritan Mill
- 2014 Nominations
 - Susan Freed (Symmons) nominated as Programming Director for 2014

- Liz Sommerville has decided to step down from her role as Treasurer. She is
- 2014 Calendar of Events - open to discussion
 - Pre-planning\committee development
 - Programming Director to schedule committee\planning meeting ASAP
- Top ID Firms Article for Atlanta Chapter Fall Magazine
- Meghan & Mike (Public Relations) submitted 17 photos of Bowling to NEWH, Inc. for the next issue of the National Magazine
- Le Meridien hotel tour was canceled due to conflicting schedules\dates
 - Sponsor was very disappointed the tour was canceled; perhaps we could host the 2013 Holiday Part @ Le Meridien?
- Total "LIKES" on the NEWH/ Atlanta Facebook page (to-date): 439
- Budget estimate for September HD Americas/ Governing Board Meeting
 - Meghan (chapter President\national Membership) and Lori (chapter VP Admin) sharing a Q\Q guestroom at the Dorchester hotel 9/23 & 9/24 = \$151.96 per night; DELTA flight (each) = \$306; walking distance to convention center- no need for car rental. Directions to Miami Beach Convention Center from Dorchester hotel (walking) \ 0.6 mi – about 13 mins

ISSUES THAT YOUR CHAPTER WOULD LIKE HELP WITH

- Our chapter is very interested in hosting a Leadership Conference. We would like to be nominated for the next location.

ATLANTIC CITY

chartered September 9, 2008

Marc Nasberg, delegate

MEMBERSHIP

- We currently are at eighty-three in membership for our Chapter. We continue to look to different avenues to obtain our new members. Our Membership Chair has been giving presentations to area colleges to obtain student members. This is in addition to promoting within the design and hospitality professionals.

PROGRAMMING

- We look forward to our yearly Scholarship Fundraiser on October 16th. At that event, we will celebrate our "Fifth Anniversary" as a Chapter. In addition, our goal is to award two \$5,000 scholarships. We also will celebrate our past presidents and all those that have made our Chapter what it is today. The Philadelphia venue and location will further the interest and excitement of the event.
- Our programming for the year included Sustainability topics, which was new for our Chapter and well received.

SCHOLARSHIP

- At this point, we are at a 100% increase in our Scholarship Award from last year. We intend to award a \$5,000 amount and currently have another \$2,000 from a gracious donor for our second award. With our fundraising in progress, our goal is for two \$5,000 awards. Those two awards would truly enable us mark our success for our "Fifth Anniversary". It will also give our Chapter the recognition that it deserves in the hospitality community.

FUNDRAISING

- We are underway with our Scholarship/Sponsor Fundraising

for our October 16th event. Our board members have been extremely creative with cutting edge advertising and promotional details. Our fundraiser is in Center City Philadelphia during "Design Week". We anticipate exceeding our goals.

OTHER CHAPTER HIGHLIGHTS

- For a portion of our history, we have been known as the Atlantic City Chapter. In the beginning that name served us well but now we have evolved into a more regional Chapter. Being regional enables us to attract more members from areas that thought we were primarily in Atlantic City. With a recent discussion with Shelia Lohmiller, we are excited and proud to now include Delaware into our fold along with New Jersey and Pennsylvania. We will follow suite with other like organizations in our area to have that same name recognition. We realize that we cannot at this point officially change our name and will remain Atlantic City/Greater Philadelphia Chapter. Our goal in a few years is to officially make our regional name change.

ISSUES THAT CHAPTER WOULD LIKE HELP WITH

- We would like to be recognized in the NEWH Magazine. We have made submissions; however, very few have made the On the Scene/Chapter Event. In the Fall 2013 issue we were not shown at all in that section. We would like advice on how to ensure that we are duly highlighted in the magazine. Our board has become disappointed in the fact that their efforts are not acknowledged. We are concerned about morale, due to our Chapter not being shown. We will be celebrating our "Fifth Anniversary" we are requesting that someone work with us to have appropriate recognition in the October issue.

CHICAGO

chartered August 12, 1991

Lara Engert & Andrea Sims, delegates

MEMBERSHIP

The Chicago chapter had a successful business level member membership drive at our Tradeshow this year. We are in process of developing other methods to drive membership among design and purchasing firms, as well as bolster our already strong vendor/ rep membership numbers.

PROGRAMMING

The Chicago Summer Social was held on 8/1 at the Saddle and Cycle club in Chicago. It was a great success with approximately 250 people in attendance. This year's programming event added a "twist" to honour all past chapter presidents, as well as our 2013 scholarship recipients. Five of the founding members were in attendance of the event, as well as a diverse crowd of industry members, and two of our scholarship members were able to attend and be honoured.

SCHOLARSHIP

We honoured our 2013 scholarship recipients at the Summer Social by announcing those who were able to attend, and displaying signs throughout the event that detailed each scholarship recipient and their background. The board is in discussion of

sending those signs to display at the recipients school to create more awareness and interest. The Chicago chapter awarded \$21,000.00 in 2013.

FUNDRAISING

Our next Fundraising event will be the annual Bootleggers Bash event. This year we have changed venues to shake things up a bit, and are having a great response in sponsorship so far! The event is scheduled for 10/10 and we are nearly full for basic sponsorship levels required to hold the event. The fundraising team is brainstorming on how to best capitalize on this excitement to create additional sponsorship/fundraising ideas. This year's Bootleggers will be held at American Junkie. Final ticket price and invitation will be locked down after Labor Day.

OTHER CHAPTER HIGHLIGHTS

Our chapter is excited to finish the year strong with not only our Bootleggers Bash Fundraiser, but also one or two exciting hotel tours of properties recently opened in the area. We are hoping that the hotel tours will interest new people who may or may not have participated in one of our events in the past, and raise interest in membership.

DALLAS

chartered August 12, 1991

Schaeffer Hill & Kate Grubb, delegates

MEMBERSHIP

Current August Roster totals 474 Members. Membership is strong and supportive. Board members are teaming up to attend local interior design student events at universities in the area to drive student membership, involvement and scholarship applications. Membership chairs are planning to target firms and vendor agencies with multiple members to change them to chapter level business members beginning this fall.

PROGRAMMING

Our July programming event was a guided tour with speakers at the boutique Joule Hotel in downtown Dallas. The event took place in the hotel's penthouse where members networked, enjoyed cocktails and heard from a variety of professionals involved in the project. Architects, operations and historical consultants spoke at the gathering and then lead tours throughout the newly renovated property. Sponsors included Sacco Carpets, Quiltcraft, Brintons, iWorks and Smith Brown. Our August event falls under fundraising as it is the Kickoff Event for Life of Design. September will feature our trusty Mambo Monday networking event.

SCHOLARSHIP

We awarded \$30,000 in scholarships to 9 very deserving students at our June 6th Scholarship dinner. The dinner was hosted at the Perot

Museum of Nature and Science. It was a perfect setting to discuss innovation and creativity. Jason Roberts, creator of "the Better Block" along with other businesses, was our Keynote speaker. His drive and passion for community was very influential and motivating. Plans have already begun for next year's scholarship process.

COMMUNICATIONS

Loving the new website, but would like some education on how the new processing works. Can a conference call be set up?

FUNDRAISING

The third annual Life of Design scholarship fundraising event is scheduled for October 17, 2013, located at the Fashion Institute Gallery in downtown Dallas, Texas. Highlights will be the annual Design Competition featuring over 20 of Dallas' top hospitality interior design firm teams and their sponsoring product manufacturers. Catering by internationally renowned Chef Abraham Salum. Kick-off party for Life of Design, where design firm teams are randomly paired with a manufacturer sponsor will be August 27, 2013, at Chef Salum's Komali restaurant. If you have any questions regarding event sponsorship opportunities please contact the Life of Design Fundraising email: newhdallasfundraising@gmail.com

HOUSTON

chartered February 17, 1992

Benjamin Coy & Kory Doolittle, delegates

NO REPORT SUBMITTED FOR MAY/SEPTEMBER BOARD MEETINGS

LAS VEGAS

chartered March 26, 1991

Cray Bauxmont-Flynn, delegate

NO REPORT SUBMITTED FOR MAY/SEPTEMBER BOARD MEETINGS

LOS ANGELES FOUNDING CHAPTER

founded October 1984

Fernando Diaz, Karen Gutowski & Jonathan Kaler delegates

NO REPORT SUBMITTED FOR SEPTEMBER BOARD MEETING

NEW ENGLAND REGIONAL

(chartered November 4, 1992)

Kevin Hancock, Steering Committee Chair

NO REPORT SUBMITTED FOR JANUARY/SEPTEMBER BOARD MEETING

NEW YORK

chartered July 23, 1991

Amy Jakubowski & Stacy Rauen, delegates

NO REPORT SUBMITTED FOR SEPTEMBER BOARD MEETING

NORTH CAROLINA REGIONAL

Karen Appert, Steering Committee Chair

MEMBERSHIP

- We have 68 members, up from 45 in April. We have mostly manufacturers and sales reps. as members, only two designers and 1 purchasing company. Our goal is to build membership to include designers, purchasing cos. and hoteliers and we are working on strategies for events that will attract all groups.
- We have one new Chapter Level Business member since our April report, with the addition of Samuel Lawrence Hospitality. Chapter Level Business memberships will continue to be a focus of our growth, with the strong manufacturing base we have in this area. However, we need to attract designers and other prospects to our group, to make participation in NEWH NC more attractive to manufacturers.
- We have built a small school and student membership (4 students and 3 educators since Jan.). We hope student membership will encourage designer participation as mentors for the students. We will also be reaching out to designers to request their participation in reviewing scholarship applications in the fall and for a student portfolio review in spring 2014.

PROGRAMMING

- Goal: provide events that add value to our members in a non-competitive setting -- educational, hotel tours, etc.
- The May Social Media lunch & learn seminar was a successful event -- it was educational, had a networking component and because of its perceived value, attendees were willing to pay to attend.
- For October, we are planning a Hospitality Designer Day event

at the High Point Furniture Market, to encourage designers to visit NEWH member manufacturer showrooms that sell to both the hospitality and residential markets. Culmination of the day (Tues. Oct. 22) will be an NEWH NC cocktail party sponsored by member manufacturers.

- If the October event is a success, our 2014 plans will include NEWH NC events during the two High Point markets in April & October. In addition, we would like to plan for at least two other educational events, and two for networking / hotel tours.

SCHOLARSHIP

- We would like to award our \$2000 scholarship by the end of 2013, if possible. So far, we have received requests from 8 students from 5 different NC schools interested in the scholarship.
- There are nine more schools in the area that we plan to contact, to generate additional interest from students that may be eligible for the scholarship.

FUNDRAISING

- We plan to start charging non-members to attend NEWH NC events that are more than networking (e.g. educational, lunch included, CEU, etc.). No other fundraising plans at this time.

ISSUES THAT CHAPTER WOULD LIKE HELP WITH

- Additional suggestions for building membership in a regional area that doesn't have many hospitality design or purchasing companies.

NORTH CENTRAL

Chartered December 11, 2000

Brittany Johnson & Matthew Murray, delegates

MEMBERSHIP

- Membership is up 1% from this time last year. We hope to keep our strong leadership on the board for next year to help inspire new members to join. Our programming this year has also been more consistent than in past years, which could now be starting to show up in our membership numbers. As we all know, programming is the key attracting and keeping members.

PROGRAMMING

- **May 23rd: Membership Drive - Pinstripes Bowling**

Our chapter was proud to host a Roaring 20's themed evening of bowling, appetizers and network in order to promote membership. Our group of guys and dolls complete in themed attire descended on 8 full lanes of bowling this year which was twice as many lanes as we had last year. Our event sponsors graciously hosted four of our lanes. Cheers to Jill Ouradnik Contract Sales, John G Bagley and Associates, Designtex and Turner Hospitality Resource for your support.

- **June. 20th: Happy Hour - Excelsier Brewing**

This was our first time hosting an event at Excelsior Brewing and it was a big hit! This location afforded us an opportunity to draw guests from one of our regional hospitality giants, Carlson Rezidor Hotel Group. Guests were able to sample mini flights of the microbrew's offerings and enjoy the atmosphere near Lake Minnetonka, one of the Twin Cities' favorite lake destinations. We are grateful to our event sponsors Klick and Associates and Interface-flor for helping making this event a success.

- **July 17th: Community Outreach Event - Second Harvest Heartland**

For this event our chapter chose to give back to our community by assisting a local food bank prepare food for distribution to local food shelves. Nearly 20 members of our chapter and their families donated 3 hours of their time to unpack, re-label and sort hundreds of pounds of food for local food banks. Bolyu and Aqua Hospitality were kind enough to sponsor the event so we could provide refreshments to thank our volunteers.

- **August 12th: Annual Fundraiser – Brits Pub Lawn Bowling**

As one of our chapter's longest running annual events, this one is sure to be a success. The event just rapped up and we cannot wait to hear from our committee how things went!

FUNDRAISING

- Event sponsors continue to come thru in 2013 to make our events a success. We plan to start promoting our newly branded annual sponsorship levels for 2014 and hope to repeat our success in filling our entire gold and silver level sponsorship positions. We are still on the lookout for a platinum sponsor to top off our sponsorship pyramid for 2013.

NORTHWEST

chartered March 23, 1995

Katie Howell & Vanessa Vaughan, delegates

MEMBERSHIP

As a new board member to NEWH, I have spent a lot of time learning about the organization in depth and how to share it effectively with the Seattle community. I recently took on the role as Membership Director which has given me the chance to connect with people who aren't familiar with NEWH to share with them the benefits of the organization. I have been seeking guidance and advice from peers within our chapter to help grow membership numbers for upcoming months.

We are now at 138 members as of July, which is an increase of 6 from last quarter.

Our focus in 2013 is on recruiting more members who are not only designers and reps, but also students, educators, hotel and restaurant owners and other segments of the hospitality industry. We have made progress toward this by having a hotel/catering group as one of our benefactor sponsors at our recent fundraiser. We hope that our community will continue to reach out to their hospitality contacts to broaden our membership base.

Our goal for 2013 is to grow our chapter to 160 members.

PROGRAMMING

Since May 2013, the NEWH NW chapter has put on two very successful programmed events, including our Members-Only Hotel Tour of the Hotel Monaco and our Fundraising Event Savor Uncorked. Together, these events raised around \$4000 for our scholarship funds. These events were not only successful in raising proceeds for our scholarship fund, but they also boosted interest in membership and future board positions.

Upcoming events include our fundraising event, which is tentatively planned for June 14th, tradeshow and after party on Oct 24th and our

OTHER CHAPTER HIGHLIGHTS

- Our regional Tradeshow on October 3rd at the Radisson Blu at Mall of America is right around the corner. The committee is feverishly working to wrap up all the final details. Events will include a Keynote titled "Say hello to Blu" by Thomas Trout, VP Architecture and Planning, Americas for Carlson Rezidor Hotel Group. We are also very excited to have a "hospitality star" studied cast of speakers who have volunteered to participate in a panel discussion. Stacy Rauen, Executive Editor at Hospitality Design Magazine will moderate for Dan McElroy, President/CEO of Hospitality Minnesota; Christopher Lower, Co-owner at Sterling Cross Communications; David Christie, Director at Target Field Events and Tours; Jeff Bornmann, local Restaurant Developer; and Colleen Nelson, Director, Interior Design, Americas for Carlson Rezidor Hotel Group in what is sure to be an exciting discussion about what is "next" for hospitality in Minneapolis and the Midwest. Along with tours, CEU's, and door prizes we know the show will be a huge success.
- We are looking forward to working with a great friend of NEWH for our November Sustainable CEU event. We will be partnering with JL Furnishings and Turner Hospitality. We are keeping things light and easy going with a Holiday Celebration happy hour in December.
- We are excited to start planning our 2014 calendar and working on board nominations. We know that all of the advanced planning for 2013 made this year successful. We also plan to continue sharing our calendar with other regional design and hospitality industry organizations in order to avoid conflicts with similar events.

honors awards in November.

Our chapter is very excited to have the GoPayment device for our events this year! It has helped things run smoothly and also gives us a good idea of how much revenue was raised immediately after each event without having to count up credit card slips or wait for a financial report.

SCHOLARSHIP

Our goal is to grant \$7,000 in scholarships in 2013.

For 2013, we are excited to have a student rep on our board. We feel that she will help reach out to the student community and garner more applications for our scholarship awards this year.

Our goal is to begin recruiting potential scholarship applicants by offering an opportunity to exhibit portfolios at our Trade Show in October. This will be concurrent with our application period so should create a personal connection with the trade show organizers and prompt those ambitious students to apply for our scholarships.

Students will start fall quarter next month. Students whose portfolios are selected for Tradeshow will be encouraged to apply for scholarship. Scholarship flyer will be posted on Facebook in October.

SECRETARY

Secretary Duties, Accomplishments, Etc.:

- Currently Up-to-date on all Minutes, needed documents to be submitted to Inc. for months I have served on Board
- Established Chapter Dropbox, for storing of all important documents, file sharing, past event recaps, minutes, invites, rosters, etc
- Established effective way to use Minutes recap as a follow up to all that we discuss in meeting, with Action Items for every Board

Member to see, reference and be sure they hold themselves accountable for. Requires delivery of Minutes to Board within a week of Board Meeting

- Had the help of past Board Members who are currently on Board, to go back through past documents from NW Chapter and add to Dropbox for records
- Played role in Signature Card returning process

Personal Notes on Time Spent in Secretary Role:

- Thrilled to have been invited/have opportunity to have attended the National Leadership Conf. in SF
- Enjoyed developing relationships and partnerships with co-Board members and industry associates
- Able to assist with planning of majority of the Chapter's major events so far (Masquerade, Hotel Tour, now Tradeshow) and glad to help/take part.

Note for Inc/All Secretaries:

- Think the Secretary on each Board should play role in assisting in committees for Programming, since they don't carry much other responsibility elsewhere and good way to get involved with your team!

WEB COMMUNICATIONS CHAIR

We have continued to expand our online presence by sharing event details and photos through Facebook and via hashtags on Instagram. Our membership appreciates the ease of finding relevant information and direct event sign-up links through this online media. We have noticed an increase in discussion and sharing directly between members via Facebook, proving that it is not only a platform for us to provide information, but also an additional space for community development and conversation.

PUBLIC RELATIONS

Since May I have been attending board meetings, and have assisted in securing key speakers for the Savor Uncorked event. We were able to get two local celebrity chefs which really helped elevate the event from one that only our industry was interested in to one that some members of the general public attended.

I am in the midst of compiling photos and writing a summary of the event to submit to the next issue of NEWH magazine.

TREASURER

Using QuickBooks online has improved my position as Treasurer and has made the financial process more efficient. The use of the Drop Box for file sharing and our after event financial meetings have also helped our board keep track of our event's successes and struggles.

FUNDRAISING

Co-chaired the Planning committee for our annual Fundraiser - Savor Uncorked with our Programming Director and VP Development.

Event was held at FareStart Seattle, which is another Seattle non-

profit, so it was great to know that the costs of our event are helping to support another non-profit organization with a charitable mission.

This year we built on the momentum from our first annual formal dinner fundraiser, and had ambitious fundraising goals. We increased our 3 Benefactor sponsorship levels from \$1,000 to \$2,000 each and added an additional \$1000 sponsorship for our dessert course.

We added VIP tables for purchase, and filled all six tables with the sponsorship level at \$600 each. Last year's fundraiser we had 15 raffle donations and this year we achieved 25 plus raffle and silent auction donation items and were able to raise almost \$4,000 in proceeds towards our scholarship fund.

We also increased our number of attendees from last year's 80 to 103 guests with a sold out registration and people on the waiting list!

I am currently preparing for our Tradeshow and Tradeshow After Party by reaching out to possible sponsors and have gotten a well-received response. Sponsorship levels need to be set and then securing sponsors should be easily accomplished!

EXECUTIVE ADVISOR

We have continued this year to provide our members with great events which all have been well attended if not sold out. Through an amazing amount of board member / committee participation and design community support, our PacNor chapter has had a very successful year, if not one of our best. Our exposure to new members continues to grow as well as our board. We are excited to bring the Regional Trade Show to Seattle again this fall and close the year with our Honors Award event to showcase our scholarship winner(s).

OTHER CHAPTER HIGHLIGHTS

We are excited to have a large board in 2013 with several new board members filling positions that have previously been vacant. We have some great candidates for our 2014 board and have been actively recruiting new talent to help our chapter achieve success in the coming years.

We are all thrilled about the new payment processing app and have been using it successfully at all our events. Our members have commented on how easy it is to use, and it was very exciting at our fundraiser to be able to announce an accurate figure for proceeds raised during the event.

We have all benefited from using a shared dropbox to help our chapter stay organized and give all our board members access to documents and information that was previously kept by the individual directors and chairs.

A goal for 2013 is to be more active in updating our Facebook, submitting updates to the NEWH magazine, uploading photos, etc... to increase our PR / marketing presence for our chapter.

ROCKY MOUNTAIN

chartered December 3, 1991

Mark Beelaert, delegate

NO REPORTS SUBMITTED FOR 2013

ORANGE COUNTY REGIONAL

(chartered 1988)

Christine Wasmer, Steering Committee Chair

NO REPORT SUBMITTED FOR SEPTEMBER BOARD MEETING

SAN FRANCISCO BAY AREA

chartered June 1, 2010

Ginger Raphael, delegate

MEMBERSHIP

We continue to grow!

The San Francisco Bay Area Chapter started the year with 184 members and as of August, we are currently at 211 members.

- 28 Associates
- 8 Chapter Business Courtesy Members
- 5 Chapter Business Members
- 7 Corp Partner Courtesy Members
- 1 Corp Partner Member
- 2 Education Professionals
- 100 (approx) are general voting members and
- 48-50 Student Members
- 9 Honorary Members

We make it a part of every event to announce our new members to make them feel welcome. We also use the buddy system by pairing a new member with an existing member who reaches out to them personally to invite them to the event and to introduce them around at events. This has been very successful in 2013.

PROGRAMMING

- CEU event: "A HISTORY OF WALLCOVERING" by Art Libera @ Gensler SF.
Sponsor – KOROSEAL
- NETWORKING EVENT in Marin – Barrel House in Sausalito
Sponsor: STONE SOURCE
- NETWORKING EVENT – @RESTORATION HARDWARE GALLERY IN SF.
Sponsor: RESTORATION HARDWARE
- RESTAURANT PANEL EVENT - @SOMA-ARTS IN SF – co-hosting with the Cornell Alumni Association
Sponsors: Gaber, AMISCO, and HAWORTH Contract

Overall, the attendance for this year's events has been between 45 and upwards of 85 members and guests. Excellent sponsorship has given us the ability to have fabulous spreads of food and plenty of wine. We have been charging non-members \$25 for events with no price resistance!

This year we are using our levels of sponsorship to secure sponsors for our events. Our goal is to raise \$8,000 for events. We plan to host 12 events comprised of six Educational Events and 6 Networking events. This includes 1 fundraiser, 1 tradeshow (January), 1

membership drive, 2 CEU events, 1 Sustainability event, 1 scholarship event, 1 community service event, and 3 diverse programs.

SCHOLARSHIP

This year our Scholarship Awards will be held at the (brand-new!) Hotel Zetta in downtown San Francisco. Our sponsors are Cheng Meng and Shaw. We are scheduled to hold it on November 12th. We have started interviewing members and are very excited about our prospects. We plan on awarding (3) \$4,000 scholarships. We want to put extra effort into reaching out to Culinary & Hotel Management Students. We are also exploring the idea of a scholarship award in the name of Eric Engstrom, who passed in June of 2013. This would either be for interior art or culinary.

FUNDRAISING

We will hold our fundraising event, the 4th Annual Wine By Design event on Saturday October 12th. We can hold up to 160 attendees on three buses. This has become quite the event where sponsors start asking about it well before it is announced. We plan a wonderful day of visiting 2 wineries, food pairings, vineyard lunch, and a Grape Stomp! This day has been a huge success and we look forward to hosting it again in 2013.

COMMUNITY SERVICE

This year we identified Maitri as our Community Service Partner. This organization is a 15-bed hospice facility in San Francisco for AIDS-specific care. This year we gave the patients a bag of goodies, including robes, washcloths, sheets and towels donated by HGPI. We continue to collect items that can be used by the facility. We plan on re-doing all furnishings in all 15 rooms, donated by hotels currently under renovation.

SUSTAINABILITY

Our sustainability event was in April at Urban Hardwoods, very successful, completely sustainable. Our sponsor was JLF.

ISSUES THAT OUR CHAPTER WOULD LIKE HELP WITH

We are growing so quickly that our main concerns have been how to maintain a high quality of events, for more attendees, with more help in planning and executing.

We have successfully recruited new board members to create a new board for 2014.

SOUTH FLORIDA

Natalie Koller & Todd Schaffer, delegates

chartered October 2, 2003

NO REPORT SUBMITTED FOR MAY/SEPTEMBER BOARD MEETINGS

SUNSHINE

chartered September 1996

Cindy Andrews & Lora Spran, delegates

MEMBERSHIP

We are 239 members strong in the Sunshine chapter.

PROGRAMMING

We continue to have our monthly Sundowners which usually bring about 50-60 of our members and guests, rotating locations every 3 months to attract members who live in different areas of town. In July, we had a fun and successful Sundowner at Disney's newest bowling alley "Splitsville" We are also continuing our Thirsty Thursday Sundowners with our friends in Tampa every other month. Each month we gain more and more attendees and interest in our chapter. On December 7, we will be hosting our Toys for Tots/ Gala event at the

Orlando Museum of Art. As part of the event, we will have members donate works of art to auction off to raise funds for our 2014 scholarship fund.

SCHOLARSHIP

We had our scholarship dinner on May 2nd where we gave \$12,000 in scholarships to local students. The dinner was held at Orlando's Citrus Club and was very well attended. Organized by NEWH Sunshine Chapter's Scholarship Director, Laura Gault, and committee the event was a wonderful success despite the awful weather that evening. The scholarship recipient focused dinner was held on Thursday May 2nd, 2013, at the Orlando Citrus Club. The evening included an elegant sit

down dinner, a past year, 2012, scholarship recipient speaker, Jessica Elliott, an industry professional speaker, Ted Carroll of the Carroll Adams Group and the main event, awarding of the scholarships to four outstanding students in an overall amount totaling twelve thousand dollars!

The scholarship recipients for 2013 include: Leanza Altenderfer of the University of Central Florida, Vanessa Heidersberger of the University of Florida, Lisa Wilson of International Academy of Design and Technology: Tampa, and Chaise Bishop of Florida State University. All recipients expressed their gratitude of receiving the 2013 NEWH Sunshine Chapter scholarship by giving words of thanks upon receiving their plaques and certificates. One of the students, Leanza Altenderfer later commented "I wanted to let you know that I really enjoyed the scholarship ceremony. I have been to a handful throughout my college career and NEWH was by far the most personal and intimate so I just wanted to pass along my thoughts. Sometimes the scholarship ceremony is bundled with a meeting and then it feels so rushed. With NEWH, I loved how you had the speaker, the scholarship recipient from last year, and then the focus of the evening was towards all of the NEWH scholarship recipients. It was so nice to be able to network around the room in a relaxed setting and it was truly a wonderful event. I really enjoyed it. Thanks so much for all of your help." What an event to be proud of!

FUNDRAISING

In February, we held a very successful Tradeshow in Orlando and our first "Shine" event, our biggest fundraiser yet, which included 10 design firms, who teamed up with various vendors and design students for a competition of Outfits representing the vendors products, judged by three local celebrities. Our next event will be our "Game Day Golf Open" on October 24 at The Ritz Carlton Grand Lakes in Orlando. It is a sports theme event where teams will wear their favorite sports jersey or create their own team jersey. It will be a 18 hole game followed by dinner at the resort. It is sure to be a fun event. The committee is currently soliciting teams and sponsors.

TORONTO

, delegate

NO REPORT SUBMITTED FOR MAY/SEPTEMBER BOARD MEETING

UNITED KINGDOM

Julian Brinton, delegate

MEMBERSHIP

- We currently have 63 members.
- We all have networked well to bring in 10 new members!
- We have lost 13, who did not renew.
- Seventeen have shown interest in becoming members, but not taken things any further.

I have found it helpful to have NEWH-UK business cards to give to people at all our industry trade events. With Decorex, Sleep and The Ball coming up in the next few months we should be able to get more people on board. It has been fun working with everyone I have really enjoyed it including meeting all the students at the RCA.

SCHOLARSHIP

On Friday the 15th of March 5 Directors of the NEWH Board, Lynn Fisher, President, Julian Brinton, Vice-President, Rebekah Ellis, Membership, Denise Lee, Hospitality and me, Joanna Buxton, Scholarship, spent the whole day at the Royal College of Art interviewing the 13 students who were short-listed for our three 2013 Scholarships

SUSTAINABILITY

Our sustainability committee is planning their next event on November 14 at Quantum Leap Winery in Orlando. This is Orlando's one and only sustainable winery. We also continue to send out our green tip of the month and our next fall edition of our Greenzine will be sent out in November in coordination with our sustainable event. Starting in September, the committee will be collecting wine corks at all the sun-downers.

STUDENT REP

We will be having our annual student event on September 12 at the Rosen College. We hope to solicit more student members and get them more involved within our chapter.

PARLIAMENT REPORT

In June, as part of our monthly sundowner, we had our first Committee Fair drive to attract members' interest in participating in our chapter. We had all our committee heads and directors present to answer questions and have fun games to get our members more aware of our board. They had games and prizes and it was very successful. As a result of that fair, we had many members express their interest in being involved in our 2014 board. We have several members that interested in different positions for our next board.

COMMUNITY SERVICE

As part of our August sundowner, we held a community service event for the National Coalition for Domestic Violence where members donated old cell phones and other electronics. At our October sundowner will be collecting items for Give to Our Troops. December will be our Toys for Tots event with our Gala.

OTHER CHAPTER HIGHLIGHTS

Look for our next Newsletter coming in November.

ISSUES THAT CHAPTER WOULD LIKE HELP WITH

Maintaining our membership from year to year.

chartered November 18, 2004

chartered June 12, 2002

This year was exceptional in the quality, talent and potential of all the students interviewed. This is the fifth year of our Scholarship association with the Royal College of Art and the day is now so well organised it runs like clockwork. The format is that each student gives a 15-minute Power Point presentation of their work, together with samples and sketchbooks. Therefore, it is quite a long and concentrated day.

We interviewed six students in the morning, three from Ceramics & Glass and three from Goldsmithing Silversmithing Metalwork & Jewellery. Then a delicious lunch in the Senior Common Room, hosted by the College, with plenty of discussion on the students we had seen in the morning. We returned to the interview room for the afternoon session One student from Design Product, 3 from architecture, then a short tea break and a further 3 students from Textiles.

Now it was Decision Time and a very difficult discussion ensued on the merits of all our students' work - when we could only select three out of the 13. The debate went round and round and finally,

we decided on:

Emma Sheldon - Mixed Media Textiles - with her wonderful Reptilian Laser Cut fabrics

Lizete Druka - Another lively Textile designer, using a Space/Sound /Kinematic technique in architectural space

Kia Utzon-Frank - Coming from a Jewellery background, but whose work had developed into large sculptural space dividers, deployable and colourful.

It had been a long tiring day but fascinating and worthwhile. To date, over the past 5 years we have given 13 Scholarships to very grateful students who would not have been able to make the exciting, innovative and groundbreaking work for their final degree shows or set up workshops after graduation without our help.

Our Fundraising Gala on the 11 June began with a Drinks Reception from 6.30 - 7.30pm in Senior Common Room of the Royal College of Art with an exhibition in the Dining Room of the work of 8 of the students who presented to us, including our 3 Scholarship Winners. The room was a buzz of questions and answers between our guests from the Hospitality Industry, who were really impressed by the quality of the work, and the students. Then into the reception area of the Senior Common Room, with its great Art Collection by past students, such as, David Hockney, R.B. Kitaj, James Dyson and Barbara Hepworth, for short speeches of welcome from

the NEWH UK Board and our Sponsors, Electric Mirror and a presentation of the cheques to our award winners. We were also joined this year by four members of our American parent Board who were here in London especially for the UK Gala.

Then a really wonderful evening party with great Food, Wine, Live Jazz, Fun and Networking. We all agreed it was the best Gala so far.

PRESIDENT'S REPORT

2013 has been a growing year for the UK Chapter, we are now in place to move forward with the NEWH UK.

The Affiliation and Licencing Agreement has been signed and in place, our workings with Inc. office are becoming more in line with the majority of the NEWH chapters. Our incoming president Julian Brinton - Wool Classics has a platform to work with and grow the UK chapter. As a chapter we would like to thank the INC office for all their hard work in helping up obtain the goals we set and achieving those goals.

NEWH UK looking forward to 2014 need to grow our membership, raise more money for our Scholarship funds, and continue to have exciting and innovative events to achieve these goals.

It is exciting times for the UK chapter, new younger Board members will make 2014 a huge success.

VANCOUVER REGIONAL

Chris Kitteridge, steering committee chair

NO REPORTS SUBMITTED FOR 2013

VIRGINIA REGIONAL

(chartered October 24, 2003)

Shari Perago, steering committee chair

NO REPORTS SUBMITTED FOR 2013

WASHINGTON DC METROPOLITAN

chartered November 6, 1992

Valerie Coleman & Melinda Peck, delegates

MEMBERSHIP

Membership Break-down as of August 2013:

Associate Member	90
Chapter Level Business	12
Courtesy Chapter Level Business	22
Courtesy Corporate Level Business	07
Educational Professor	09
General Member	92
<u>Student</u>	<u>37</u>
Total Members	269

PROGRAMMING

1. The Washington, DC Chapter of NEWH celebrated their 20th Anniversary Gala with a Potomac River cruise for 180 guests aboard the Odyssey on June 13th, 2013. The turbulent afternoon weather subsided and provided the perfect sunset backdrop for the celebration. Guest speakers included John Leary, Hilton Worldwide; Rebecca Jones, R.D. Jones & Associates; Stephen Perkins, Aggate; and Sister Mary Bader, COO, St. Ann's Center for Children, Youth and Families. Special thanks to Barbara Azzinaro of Cohen Azzinaro Associates, who was not only the headline sponsor, but also received an award for founding the DC chapter. To date, the DC chapter has donated over \$200,000 in scholarships.
2. A Hard Hat Hotel Tour and Networking Happy Hour was held July

24, 2013 at the new Washington Marriott Marquis Hotel in Washington, DC, a new build which is currently under construction. This 1175 room, 49-suite hotel is designed to reflect its surroundings and complement the adjacent Walter E. Washington Convention Center. Because the tour portion was limited to the first 20 guests to RSVP, the chapter board declined participation so that the chapter membership could benefit from attending the program.

3. The chapter is currently planning for the Scholarship Awards Event (SAE) in September, 2013 (see below under "SCHOLARSHIP" section).
4. The chapter is currently planning a potential Tour of the Innovation Design Lab at the Marriott Headquarters building in November, 2013. Our hope is to have to tours led by both full service brand and select service brand interior designers. More details to come!
5. The chapter is currently planning for a Holiday Party and Cook-Off event in December, 2013. More details to come!

SCHOLARSHIP

1. Chapter scholarship winners, both current and past, were recognized at the chapter's 20th Anniversary Gala event in June 2013. The program booklet for the event lists the entire roster of scholarship recipients since the chapter's founding in 1992.
2. Our four 2013 scholarship winners will be formally recognized and

celebrated at the chapter's Scholarship Awards Event & Professional Panel Roundtable on September 12, 2013, at the Garrett Park Town Hall in Kensington, MD. The Roundtable panelists scheduled are:

- Vicki Elliott, Manager, Capital Projects, Hilton Worldwide-Global Headquarters
- Lynette Gannaway, Director, Business Development & Procurement Services, Choice Hotel International
- Laurie Woliung, Director, Interior Design, Marriott International

The chapter's 2013 Scholarship Recipients are:

- Jennifer Boulin, Montgomery College, Hospitality Design
- Krista De Brosse, East Carolina University, Hospitality Mgmt. & Tourism
- Meshelle McNair, Montgomery College, Hospitality Design
- Bariha Naqvi, Marymount University, Hospitality Design

FUNDRAISING

- The chapter will hold its annual Golf Tournament Fundraiser event on October 7th, 2013 at the Manor Country Club in Rockville, MD. Over \$40,000 in sponsorships have already been secured, with Marriott as the title sponsor. The event will again have the participation from members and guests in varied areas within the hospitality industry, to include multiple hotel owner-

ship companies. We hope to have over 32 golf foursomes, to surpass last year's participation.

- The chapter is also planning to hold the NEWH Regional Trade Show on February 13, 2014. It will be held at the Bethesda North Marriott Hotel & Convention Center. More details to come!

OTHER CHAPTER HIGHLIGHTS

1. Sustainability – nothing to report.
2. Monthly Networking Lunches – scheduled for the 1st and 2nd Wednesdays of each month. The next 2 upcoming are
 - a. 1st Wednesday, Clydes at Tower Oaks, Rockville, MD
 - b. 2nd Wednesday, City Café, Baltimore, MD
3. Community Service –
 - a. Our chapter will hold its annual Christmas Party for the children at the St. Ann's Center for Youth, Children & Families in Hyattsville, MD, in December 2013. More details to come!
 - b. Our chapter will participate in the annual Heart Walk, November 9th, 2013, at the National Mall in Washington, DC.
4. Strategic Planning 2014 – Our chapter is planning for its strategic planning meeting in November 2013. More details to come!

***See our chapter's web page for event flyers with more details
<http://newh.org/chapters/washington-dc/>****

Where does it come from

SCHOLARSHIP ACCOUNT ANALYSIS

Restricted Membership Donations			
	2010	\$ 698.00	Transferred into scholarship account
	2011	215.00	Transferred into scholarship account
	2012	410.00	Transferred into scholarship account
	2013	610.00	Transferred into scholarship account
Sustainable Scholarship			
Income			
	2010	\$ 6,666.66	JLF/lone meadow contribution
		<u>6,666.67</u>	Designtex contribution
		\$ 13,333.33	
Expenses			
		\$ 347.78	Awards
		10,000.00	Scholarship grants
		<u>980.40</u>	Travel
		\$ 11,328.18	
<i>Excess funds transferred into scholarship account</i>		<u><u>\$ 2,005.15</u></u>	
Income			
	2011	\$ 6,666.67	JLF/lone meadow contribution
		<u>6,666.67</u>	Designtex contribution
		\$ 13,333.34	
Expenses			
		\$ 353.51	Awards
		10.29	Postage
		10,000.00	Scholarship grants
		<u>688.80</u>	Travel
		\$ 11,052.60	
<i>Excess funds transferred into scholarship account</i>		<u><u>\$ 2,280.74</u></u>	
Income			
	2012	\$ 6,666.67	JLF/lone meadow contribution
		<u>6,666.66</u>	Valley Forge contribution
		\$ 13,333.33	
Expenses			
		\$ 438.52	Awards
		15,000.00	Scholarship grants
		<u>818.20</u>	Travel
		\$ 16,256.72	
<i>Shortage of funds</i>		<u><u>\$ (2,923.39)</u></u>	
Income			
	2013	\$ 6,666.66	JLF/lone meadow contribution
		<u>6,666.67</u>	Valley Forge contribution
		\$ 13,333.33	
Expenses			
		\$ 366.65	Awards
		\$ 275.00	Graphic Design
		\$ 20.78	Postage
		\$ 111.76	Printing
		10,000.00	Scholarship grants
		<u>1,559.88</u>	Travel
		\$ 12,334.07	
<i>Shortage of funds</i>		<u><u>\$ 999.26</u></u>	
ICON Scholarship			
	2010	\$ 500.00	Unilight contribution transferred into scholarship account
	2011	2,500.00	Maya Romanoff contribution transferred into scholarship account
Income			
	2010	\$ 14,564.12	Judy Dobin Tribute Book
Expenses			
		\$ 185.47	Awards
		12,000.00	Scholarship grants

			1,534.94	Travel
			\$ 13,720.41	
<i>Excess funds transferred into scholarship account</i>			\$ 843.71	
<u>Income</u>				
	2011	\$	9,946.45	Harvey Nudelman Tribute Book
<u>Expenses</u>				
		\$	176.88	Awards
			8,500.00	Scholarship grants
			2,720.05	Travel
		\$	11,396.93	
<i>Shortage of funds transferred out of scholarship acct</i>		\$	(1,450.48)	
<u>Income</u>				
	2012	\$	1,100.00	Herbert Kohler Tribute Book
<u>Expenses</u>				
		\$	391.79	Awards
			1,075.90	Graphic Design
			71.01	Postage
			2,133.05	Printing
			8,500.00	Scholarship grants
			1,278.39	Travel
		\$	13,450.14	
<i>Shortage of funds transferred out of scholarship acct</i>		\$	(12,350.14)	
<u>Income</u>				
	2013	\$	-	Ray Anderson Tribute Book
<u>Expenses</u>				
		\$	93.55	Awards
			50.00	Graphic Design
			-	Postage
			-	Printing
			-	Scholarship grants
			704.10	Travel
		\$	847.65	
<i>Shortage of funds transferred out of scholarship acct</i>		\$	(847.65)	
Vendor Scholarship				
<u>Income</u>				
	2010	\$	3,000.00	Fabricut Contract/S. Harris contribution
<u>Expenses</u>				
		\$	173.89	Awards
			3,000.00	Scholarship grants
			3,173.89	
<i>Shortage of funds transferred out of scholarship acct</i>		\$	(173.89)	
<u>Income</u>				
	2011	\$	3,000.00	Fabricut Contract/S. Harris contribution
<u>Expenses</u>				
		\$	176.76	Awards
			3,000.00	Scholarship grants
			3,176.76	
<i>Shortage of funds transferred out of scholarship acct</i>		\$	(176.76)	
<u>Income</u>				
	2012	\$	3,000.00	Fabricut Contract/S. Harris contribution
<u>Expenses</u>				
		\$	175.42	Awards
			3,000.00	Scholarship grants
			3,175.42	
<i>Shortage of funds transferred out of scholarship acct</i>		\$	(175.42)	
<u>Income</u>				
	2013	\$	3,000.00	Fabricut Contract/S. Harris contribution
		\$	10,000.00	Fabric Innovations

Expenses			
		\$ 187.10	Awards
		\$ 3,000.00	Scholarship grants
		773.60	Travel
		<u>3,960.70</u>	
	<i>Shortage of funds transferred out of scholarship acct</i>	\$ (960.70)	
Interest Income			
	2010	\$ 307.59	General Interest
		595.52	CD Interest transferred into scholarship account
	2011	\$ 260.49	General Interest
		596.02	CD Interest transferred into scholarship account
	2012	\$ 152.44	General Interest
		345.91	CD Interest transferred into scholarship account
	2013	\$ 373.85	General Interest
		280.80	CD Interest transferred into scholarship account
Fundraising Proceeds			
	2011	\$ 2,964.80	Auction proceeds transferred into scholarship account
	2012	\$ 8,334.82	Auction proceeds transferred into scholarship account
	2013	\$ 4,557.09	Auction proceeds/chapter 20% transferred into scholarship account

NEWH SCHOLARSHIP SCHOOLS

Academy of Art University	1,500.00	Design Institute of San Diego	12,250.00
Albuquerque Technical Vocational Institute	1,000.00	Drexel University	27,000.00
Alexandria Technical College	1,500.00	East Los Angeles College	2,000.00
Algonquin College	1,000.00	Eastern Michigan University	3,500.00
American College for the Applied Arts	20,350.00	El Centro College	20,000.00
American College of Business	7,000.00	Endicott College	2,000.00
American Intercontinental University	9,500.00	Everest University	500.00
Anne Arundel Community College	3,000.00	Fairleigh Dickenson University	8,000.00
Arapahoe Community College	2,500.00	Fashion Institute of Design & Merchandising	18,200.00
Arizona Culinary Institute	500.00	Fashion Institute of Technology	29,000.00
Arizona State University	8,850.00	Florida Culinary Institute	1,000.00
Art Center College of Design	28,050.00	Florida International University	48,000.00
Atlanta Intercontinental University	2,000.00	Florida Metropolitan University	2,250.00
Auburn University	7,000.00	Florida State University	43,250.00
Austin Community College	2,000.00	Fullerton Community College	1,000.00
Baylor University	1,000.00	Georgia Institute of Technology	4,350.00
Bellevue College	5,500.00	Georgia Southern University	34,250.00
Berkeley College	1,500.00	Georgia State University	12,000.00
Berry College	9,000.00	Glendale Community College	2,350.00
Boston University	6,500.00	Gnomon School of Visual Effects	1,250.00
Brenau University	3,000.00	Golden Gate University	2,500.00
Brooks College	10,000.00	Harrington College of Design	46,750.00
Brown College	3,000.00	Houston Community College	4,000.00
Buffalo State College	9,000.00	Hudson County Community College/Culinary Arts	3,500.00
California College of the Arts	1,000.00	Humber College	2,000.00
California School of Culinary Arts	10,000.00	Illinois Institute of Art-Chicago	9,000.00
California State Polytechnic University-Pomona	151,750.00	Illinois Institute of Art - Schaumburg	9,000.00
California State Polytechnic University-San Luis O	2,000.00	Indiana State University, Terre Haute	2,000.00
California State University-Long Beach	53,000.00	Interior Designers Institute	22,600.00
California State University-Northridge	12,500.00	International Academy of Design & Technology	47,500.00
Canisius College	4,500.00	International Academy of Merchandising/Design	5,000.00
Central New Mexico Community College	3,500.00	International College of Hospitality	2,000.00
Central Washington University	1,000.00	Iowa State University	3,500.00
Chattahoochee Technical College	1,000.00	ITT Technical Institute	5,000.00
Cheyney University	2,000.00	Ivy Tech State College	3,000.00
Cincinnati State Technical and Community College	250.00	Johnson & Wales University	12,650.00
Clarkson University	2,000.00	Kansas State University	9,700.00
College of DuPage	1,000.00	Kendall College	7,000.00
College of Southern Nevada	25,254.92	Kent State University	3,000.00
Colorado Institute of Art	1,400.00	Kingwood College	1,500.00
Colorado State University	40,900.00	Kwantlen Polytechnic University	5,000.00
Columbia College	19,000.00	L'Academie de Cuisine	22,300.00
Contra Costa College	2,000.00	Lake Washington Technical College	1,000.00
Corcoran College of Art & Design	6,000.00	Le Cordon Bleu College of Culinary Arts	27,000.00
Cornell University	64,500.00	Le Cordon Bleu, Las Vegas	2,500.00
Cornish School of Arts	2,000.00	Lexington College	6,500.00
Culinard	500.00	Lincoln College of New England	2,000.00
Culinary Institute LeNotre	1,000.00	Lincoln College of Technology	500.00
Culinary Institute of America	46,000.00	Lincoln Culinary Institute	4,500.00
Culinary Institute of St. Louis At Hickey College	2,000.00	Long Beach City College	6,850.00
Dakota County Technical College	2,000.00	Los Angeles Trade-Tech College	13,500.00
Delaware School of Hotel Management	2,000.00	Louisiana State University	6,750.00
DePaul University	3,500.00	Lynn University	2,500.00

Marriott Hospitality Charter	1,800.00	Roosevelt University-Manfred Steinfeld School	5,000.00
Maryland Institute College of Art	5,500.00	Rosen College of Hospitality Management	4,500.00
Marymount College	11,500.00	Royal College of Art	30,286.88
Marymount University	15,000.00	Ryerson University	22,500.00
Mercyhurst College	14,500.00	Saddleback College	3,500.00
Mesa Community College	250.00	Sam Houston State University	250.00
Metropolitan State College of Denver	4,400.00	San Diego State University	3,000.00
Miami Dade College	4,000.00	San Francisco State University	6,500.00
Miami International University of Art & Design	7,000.00	San Jacinto College-Central	500.00
Miami University	8,000.00	Santa Barbara City College	1,000.00
Michigan State University	6,000.00	Savannah College of Art and Design	47,250.00
Monroe Community College	15,500.00	Schenectady County Community College	1,000.00
Montgomery College	35,800.00	Scott Community College	2,000.00
Morrisville State College of Agriculture and Techn	6,000.00	Scottsdale Community College	17,300.00
Mount Ida College	1,000.00	Seattle Culinary Academy	15,000.00
Mt. San Antonio College	1,600.00	Seattle Pacific University	2,400.00
NCIDQ	3,125.00	Seminole State College of Florida	4,750.00
Nesbitt College of Design Arts	2,000.00	Sheridan College	4,500.00
New England Culinary Institute	500.00	South Puget Sound Community College	1,500.00
New England Institute of Technology	1,000.00	Southern California Institute of Architecture	64,000.00
New England School of Art & Design	2,250.00	Southern College of Technology	1,000.00
New Mexico State University	3,000.00	Southern New Hampshire University	3,000.00
New School of Architecture	1,000.00	Southern Utah University	2,000.00
New York City College of Technology	15,000.00	Southwest Texas State University	500.00
New York Institute of Technology	26,000.00	St. Louis Community College	3,000.00
New York School of Interior Design	10,000.00	St. Phillip's College	1,000.00
New York University	44,500.00	State University of New York At Cobleskill	4,000.00
Niagara College	4,500.00	State University of New York At Morrisville	6,500.00
Niagara University	15,500.00	Stephen F. Austin State University	6,500.00
North Dakota State University	1,500.00	Swiss Hospitality Institute	2,000.00
Northern Arizona University	55,800.00	Syracuse University	14,000.00
Northern Virginia Community College	8,600.00	Teikyo Post University	2,000.00
Norwalk Community Technical College	4,000.00	Texas Christian University	36,300.00
Oklahoma State University	5,000.00	Texas State Technical College	1,500.00
Old Dominion University	1,500.00	Texas Tech University	5,000.00
Orange Coast College	10,000.00	The Art Center Design College	1,500.00
Orlando Culinary Academy	2,000.00	The Art Institute of Atlanta	25,400.00
Otis College of Art & Design	8,000.00	The Art Institute of California-Los Angeles	18,500.00
Oxnard College	13,000.00	The Art Institute of California-Orange County	3,000.00
Palm Beach Community College	2,500.00	The Art Institute of Colorado	10,000.00
Paul Smith's College	15,500.00	The Art Institute of Dallas	47,800.00
Pennsylvania College of Technology	2,000.00	The Art Institute of Fort Lauderdale	6,000.00
Pennsylvania State University	2,000.00	The Art Institute of Houston	38,000.00
Philadelphia University	5,000.00	The Art Institute of Las Vegas	94,500.00
Phoenix College	1,000.00	The Art Institute of Phoenix	2,000.00
Pikes Peak Community College	4,000.00	The Art Institute of Seattle	17,100.00
Pima Community College	500.00	The Art Institute of Tampa	1,500.00
Pratt Institute	8,500.00	The Catholic University of America	5,000.00
Purdue University	13,500.00	The City College of New York	4,000.00
Radford University	1,500.00	The Culinary Institute of America	2,500.00
Rhode Island School of Design	1,650.00	The Fifteen Foundation	2,500.00
Ringling School of Art and Design	17,750.00	The George Washington University	62,300.00
Rochester Institute of Technology	17,000.00	The University of New Mexico	1,000.00
Rockland Community College	2,000.00	UC Berkeley Extension	2,000.00
Rocky Mountain College of Art & Design	1,000.00	University of Alabama	1,250.00

University of Arizona	1,000.00	University of Oklahoma	7,700.00
University of Arkansas	200.00	University of Phoenix	1,500.00
University of California - Davis	3,000.00	University of San Diego	295.00
University of California-Los Angeles	64,730.00	University of Southern California	16,000.00
University of Central Florida	6,000.00	University of Tennessee-Chattanooga	8,500.00
University of Central Oklahoma	2,500.00	University of Tennessee-Knoxville	6,750.00
University of Cincinnati	36,000.00	University of Texas	1,000.00
University of Delaware	3,000.00	University of Texas at Arlington	20,300.00
University of Denver	5,000.00	University of Texas at Austin	3,500.00
University of Florida	58,000.00	University of Texas at San Antonio	2,500.00
University of Georgia	56,880.00	University of Utah	500.00
University of Guelph	12,513.00	University of Washington	2,000.00
University of Houston	45,500.00	University of Wisconsin-Stevens Point	4,000.00
University of Illinois - Chicago	500.00	University of Wisconsin-Stout	5,500.00
University of Kansas	1,200.00	Utah State University	9,000.00
University of Kentucky	9,500.00	UTSA College of Architecture	2,000.00
University of Maryland	5,000.00	Virginia Commonwealth University	5,500.00
University of Massachusetts	4,500.00	Virginia Polytechnic Institute	20,000.00
University of Memphis	5,750.00	Virginia State University	12,000.00
University of Minnesota	13,000.00	Washington State University	3,500.00
University of Missouri	5,000.00	Watkins College of Art & Design	2,500.00
University of Missouri-Columbia	4,000.00	Wentworth Institute	2,150.00
University of Nevada-Las Vegas	148,650.00	Western Illinois University	3,000.00
University of New Hampshire	2,750.00	Widener University	16,500.00
University of New Haven	3,000.00	Woodbury University	27,500.00
University of North Texas	70,000.00		

SCHOLARSHIP WAIVER

SCHOLARSHIP GUIDELINES

FREQUENTLY ASKED SCHOLARSHIP QUESTIONS

REGIONAL TRADESHOW MASTER SPREADSHEET

NEWH REGIONAL TRADESHOW POLICIES

NEWH Executive Committee Ballot 2014 - 15

MARK YOUR CALENDAR

2013

Sep 8 – 10	BITAC Food & Beverage West
Sep 17 – 20	The Lodging Conference
Sep 23	NEWH Inc Board of Directors Meeting
Sep 24 – 25	HD Americas
Oct 3	Minneapolis Regional Tradeshow BLLA Leadership Symposium
Oct 24	Seattle Regional Tradeshow
Oct 27 – 29	BITAC Purchasing & Design West
Nov 10	EC Strategic Wrap-up
Nov 10	Gold Key Cocktail Reception
Nov 10 – 13	BDNY/IHMRS
Nov 12	Platinum Circle Awards
Dec 8 – 12	BITAC Owners Event

2014

Jan 23	Los Angeles Regional Tradeshow
Jan 24	NEWH, Inc. Board of Directors Meeting
Feb 9 – 11	BITAC F&B East
Feb 13	Bethesda Regional Tradeshow
Mar 9 – 11	BITAC Luxury
Mar 16 – 21	BDwest
Apr 23	Atlanta Regional Tradeshow
May 14	HD Expo & Conference
Jun 8 – 10	BITAC Global
Jul 20 – 22	BITAC Purchasing & Design East
Aug 14	Denver Regional Tradeshow
Sep 7 – 9	BITAC F&B West
Sep 16	HD Americas
Oct	Houston Regional Tradeshow
Nov	EC Strategic Wrap-up
Nov	BDNY/IHMRS
Dec 7 – 9	BITAC Owners Event

2015

Jan 22	NEWH RTS/Dallas
Jan 23 – 24	NEWH Hospitality Conference
Jan 26 – 28	ALIS

NEWH BOARD OF DIRECTORS MOTION FORM

Date: May 14, 2012

Motion Number:

I, _____

Motion seconded by: _____

Motion is stated and thrown open by the chair for discussion.

Notes on discussion: