



GOVERNING BOARD PACKET

03 May 2016

Meeting Room
ISLANDER B
NORTH CONVENTION CENTER

Mandalay Bay Resort & Casino
3950 S. Las Vegas Blvd.
Las Vegas, NV 89119

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

03 May 2016

Mandalay Bay Resort & Casino, 3950 S. Las Vegas Blvd., Las Vegas, NV 89119

ISLANDER B, NORTH CONVENTION CENTER

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

Board of Directors Meeting

Tuesday, 03 May 2016

12:30pm – 4:00 pm

Executive Committee	Trisha Poole Brittany Johnson	Fernando Diaz Andrea Thomas	Christine Wasmer Cynthia Guthrie	Christine Tucker Rebekah Ellis	Julia Marks Helen Reed
Board of Directors	Becca Kundysek Mary Ann Thornam Sandy Banks	Lorraine Francis Cindy Andrews Ron McDaniel	Leigh Mitchell William Stuart Michelle Finn	Jordan McInturf Elizabeth Moore	Stacy Rauen Michael Smith
House of Delegates	Tammy Adams Ellen Armer Toby Artman Cheri Bargaen Kimberly Bond Kelly Bowen Morgan Brodey	Jen Conley Rachel Daus Jennifer Delmas Westin Hammerstrom Bruce Heins Holly Johnson	Jodie Johnson Jonathan Kaler Kate Kenwell Valder Chelsea Lawrence Heather Lloyd Tony Lopez Annette Lucille	Johnanna Malen Terri Metzger Sophia Nguyen Pam Niemann Kristen O'Bara Melinda Peck Katie Popp	Angela Reed Lauren Ritter Kacey Sharp Candace Tejidor Shannon Vance Leslie Wynne Jonathan Young

- 12:30 pm Call to Order Trisha Poole
- 12:35 pm Establishment of Quorum Brittany Johnson
 - Presentation of Minutes and Motion to Accept
- 12:40 pm President's Welcome Trisha Poole
 - Introduction of Guests
 - Report on Founder's Circle
- 12:45 pm Milliken Experience/Strategic Planning Report Julia Davis
 - Motion to establish a Foundation
- 1:00 pm Financial Report Fernando Diaz
 - Fundraising report
- 1:05 pm Discipline Q&A Fernando Diaz
Andrea Thomas
Christine Wasmer
Cindy Guthrie
 - Finance / fundraising
 - Scholarship / scholarship
 - Education / continuing education, mentorship, & sustainable hospitality
 - Development / membership, conferences, and digital marketing
- 1:20 pm B R E A K
- 1:40 pm *You all selected a discipline to serve for 2016 ... please go to the breakout to discuss the goals that were set in January, have any of the goals been met, where to proceed for the balance of the year. In November each discipline will report on their accomplishment for the year.*
 - SELECT THE DISCIPLINE YOU CHOSE IN JANUARY
 - Finance / fundraising
 - Scholarship / scholarship
 - Education / continuing education, mentorship, & sustainable hospitality
 - Development / membership, conferences, and digital marketingFACILITATED BY:
Fernando Diaz
Andrea Thomas
Mary Ann Thornam
Cindy Guthrie
- 2:40 pm B R E A K
- 3:00 pm Summary/Discussion of Breakouts – Reporting of Discipline Goals for 2016
- 3:30 pm Canada Update Christine Tucker
- 3:40 pm Ambassadors Report
- 3:50 pm New Business Trisha Poole
- 4:00 pm Motion to Adjourn

Executive Committee Meeting

Wednesday, 04 May 2016, 7:00am – 8:45 am

Restaurant to be determined

NEWH, INC. GOVERNING BOARD MEETING MINUTES

22 January 2016

Cobb Galleria Centre | Atlanta, GA

Executive Committee	Trisha Poole Brittany Johnson	Fernando Diaz Andrea Thomas	Cynthia Guthrie Christine Tucker	Julia Marks
Board of Directors	Becca Kundysek Mary Ann Thornam	Sandy Banks Cindy Andrews	Leigh Mitchell Jordan McInturf	Elizabeth Moore Michael Smith Michelle Finn
House of Delegates	Kelly Bowen (ATL) Tony Lopez (ATL)	Bruce Heins (Philly) Jen Conley (Chicago)	Katie Popp (Chicago) Westin Hammerstrom (N.Central)	Sophia Nguyen (NW) Terri Metzger (SanFran) Kate Kenwell (DC)
Presidents	Stacy Costa (ATL)	Debra Calkins (San Fran)	Tara Witt (Toronto)	Valerie Coleman (DC)

Steering Committee

Guests	Lora Spran Jennifer Wellman	Erica Laurent	NEWH, Inc. Staff:	Shelia Lohmiller Julie Buntrock
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Not in Attendance	Christine Wasmer Helen Reed Lorraine Francis Deborah Herman Stacy Rauen Shannon Vance (AZ) Kristen O'Bara (Philly) Jodie Johnson (Dallas) Leslie Wynne (Dallas) Toby Artman (Houston) Kacey Sharp (Houston) Rachel Daus (Vegas)	Heather Lloyd (Vegas) Tammy Adams (LA) Jonathan Kaler (LA) Morgan Brody (NY) Lauren Ritter (NY) Annette Lucille (N. Central) Cheri Bargaen (Northwest) Ellen Armer (Rocky Mt.) Chelsea Lawrence (RockyMT) Johanna Malen (SanFran) Candace Tejidor (S. FL) Pam Niemann (Sun)	Angela Reed Miller (Sun) Kimberly Sontowski (Tor) Jonathan Young (UK) Melinda Peck (DC) Mary Blanchard (AZ) Karen Pelzer (AC Philly) Kristofer Moore (Chicago) Ron McDaniel (Dallas) Allison Calagna (Houston) Julie Zwiefel (Vegas) Brandon Brockmiller (LA) William Stuart (NY)	Stephanie Deshaies (NW) Marie Herr (Rocky Mt.) Joelle DiBlasi (S. FL) Teddi Powers (Sunshine) Rebekah Ellis (UK) Karen Appert (N. Carolina) Dina Caruso (Pittsburgh) Beth Doehner (N. England) Derek Sousa (Vancouver) Jessica Wasmer (OC)
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**Officers and Directors have a vote House of Delegates do not.*

The meeting was called to order by President Trisha Poole at 8:39 am Secretary, Brittany Johnson, took roll and a quorum was established. The minutes were presented and a motion was made to accept the minutes as presented.

MOTION TO APPROVE MINUTES

Date: January 22, 2016

Motion Number: 1

I, Brittany Johnson, move to approve the minutes as presented from the November 2015 IBOD meeting.

Motion seconded by: Fernando Diaz

VOTE COUNT:

YEA: 11

NAY: 0

ABSTENTION: 0

STATUS OF MOTION:

Carried:

Defeated:

PRESIDENT – TRISHA POOLE

Discussion:

- We appreciate Atlanta's warm welcome last night and wonderful reception
- Focus on assisting understanding of delegates and board responsibilities
- Breakout sessions with board interest to assist in supporting NEWH, Inc. board
- Talk about roles, responsibilities and succession plan
- Welcome Corporate Partner/NEWH Ambassadors, these individuals provide input, leadership and use their expertise to help steer and strengthen NEWH and our industry in everything that we do
- Welcoming: Jordan McInturf, Shelby Williams, (Boston) , Michael Smith, Milliken Carpet/Hospitality, (Dallas), Elizabeth Moore, Masland Hospitality, (Atlanta)
- New to the board: Kate Kenwell, National Wallcovering, Inc. (DC Chapter), Katie Popp, Hyatt Hotels Corporation, (Chicago), Jen Conley, Gettys, (Chicago)
- We want to define roles and explain how we work together
- Viewed/discussed the presented organizational chart
- Executive Committee is an advisory committee to the International board
- Directors/Delegates are the driving body of the organization

- VP's have an opportunity to understand International level prior to taking role of the President
- Submit Chapter reports; this is your opportunity to showcase your chapters' efforts to engage everyone, ask questions and express your concerns
- Attend minimum of 2 of the 3 International IBOD meetings
- Please always ask questions, we are all here to help each other
- Go back and share details from the meeting with your chapter board, the details are important to keep chapters engaged and provide a realization how we all are integrated together with communication being key
- NEWH Ambassadors are our cheerleaders to get the word out about NEWH benefits, we will ask you to become engaged in areas we know you are good at to bring value to you and NEWH as a whole
- We're all in this together, we're a family
- Roles and Responsibilities and a Code of Ethics; these are important items to keep us on track, we must keep running as a business and keep our affairs professional, conduct yourself accordingly at NEWH activities, keep a mutual feeling, steer away from the thought of competition, maintain a good respect for each other and set your business aside and build relationships and friendships while keeping it professional while maintaining a vision of our focus of scholarship and education
- VP's are delegates to build strength in board structure, success is so important
- Give good guidance, everyone has a different process, please let us know if you have concerns or need help with something
- Succession is very important to each chapter to maintain structure and keep it strong while moving forward
- After being a Delegate for a few years you can move onto being a Director (held under the Executive Committee such as education, scholarship, membership, etc.)
- After serving as a Director you qualify to serve on the Executive Committee
- Explanation of agenda for today and breakout groups purpose

VP/FINANCE – FERNANDO DIAZ

Discussion:

- Copies of budget provided
- Doing well financially
- NEWH, Inc. staff does most of the work in regards to finance
- Fernando communicates with NEWH, Inc., ensures chapters are filing reports and requirements on time as required
- Chapters need to submit their Results of Activity reports on-time, we are a business and need to stay in compliance
- Part of the VP|Finance role is fundraising
- NEWH, Inc. fundraiser Art Mélange will be held March 20th in Palm Beach, Florida at the International Polo Club in Wellington, FL
- Full-day event of fun and fundraising
- Chapters, we need your artwork for the event and urge you to participate
- Chapters will receive proceeds from the event, please make contact with Fernando or Cindy for questions
- Second fundraising event: One-day Estate Sale open for all chapters to participate with proceeds to go towards scholarship
- Considering a date that would be suitable for all chapters
- Nationwide event, each chapter would decide how they would collect the furniture, lighting, artwork, etc. find a warehouse to hold items
- More successful to hold at an easy access house with a large lawn (each chapter would select their own area to hold the event)
- All chapters can share their success via social media as the event transpires throughout the day
- Discussion for One-day Estate Sale to be continued during today's breakout
- Julia has been assisting with incoming art submissions
- Delayed art submission deadline from December 2015 to February 15th, 2016
- Fernando sent out 90 emails to other artists
- We have some beautiful pieces, some have a reserve, a nice mixture is coming in
- Sandra Bernhard contract signed
- New interest is gaining
- Talked with venue the last few weeks, able to reduce overall budget
- We're all very passionate about the process because the proceeds are being shared with the chapters
- A lot of the chapters are not participating, we have 3 chapters very involved: North Central, Colorado and DC who have really stepped up to the plate, 2-3 pieces from each chapter would be very beneficial
- Ticket sales are going well; we also get proceeds from their sales
- Need additional sponsorships
- Proceeds from auction of the art should go over well (onsite, online Bidding for Good, silent auction)
- Link on NEWH website for details and Bidding for Good
- Look for updates in the next 2-weeks
- Art Mélange is on Instagram, please share

Comments:

- Send out letters, discuss during your chapter meetings, ask people who they can suggest, find people that used to be in the hospitality industry but not have an art interest
- DC reached out to their TopID firms first, ask for donations from someone on the board who is an artist or word of mouth greatly helps

Discussion: Art Mélange-Cindy Andrews/Fernando Diaz:

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MOTION TO APPROVE BUDGET

I, Fernando Diaz, move to approve the 2016 budget as presented.

Motion seconded by: Cindy Guthrie

VOTE COUNT:

YEA: 11

NAY: 0

ABSTENTION: 0

STATUS OF MOTION:

Carried:

Defeated:

PAST PRESIDENT – JULIA MARKS

Discussion:

- Overview of voting process given
- Vote on anything that becomes a record, change our board structure
- If you are part of the Executive Committee or Board of Directors you have a vote (House of Delegate and Ambassadors no vote)

MENTORSHIP – SANDY BANKS

- Contact Sandy Banks for details and if you are interested in being involved in the program

VP|SCHOLARSHIP – ANDREA THOMAS | REBECCA KUNDYSEK – SCHOLARSHIP CHAIR

Discussion Andrea Thomas:

- VP used to include scholarship and education
- Due to the increase of Inc. scholarships and education interest/offering, we recently split the responsibility between two people: Andrea Thomas, VP|Scholarship and Christine Wasmer, VP|Education
- We are very pleased to have Chris back participating under education
- NEWH, Inc. scholarships are generously supported by vendors and our media partners
- Currently holding a total of 9 NEWH, Inc. scholarships primarily for Hospitality Management or Interior/Architecture Hospitality Design students
- NEWH Sustainable Design Competition is a lot of work for the student, it is a sustainable design based competition and the criteria changes annually
- Symmons has sponsored a Product Design Scholarship where the student must design a lavatory faucet
- Andrea and Rebecca determine and write competition criteria, work in selecting competition judges and work with the sponsors
- Continuously looking for additional opportunities and avenues for NEWH, Inc. scholarships
- NEWH, Inc. scholarships are typically awarded with a major industry tradeshow (BDNY, HD Expo, etc.) with paid student travel/lodging to the awards event
- Andrea/Rebecca assist with chapter scholarship development, questions, discipline calls and oversee the process and structure of chapter scholarships; we learn so much more when there is good participation

Questions:

- NEWH, Inc. scholarships are listed on NEWH website when they are open under Education/Available Scholarships. The available scholarships are offered annually pending signed contract agreements
- NEWH Women Leaders \$5,000 female hospitality management, sponsored by HMG (award at BDNY + BDWest)
- NEWH Fabric Innovations Legacy Scholarship sponsored by Fabric Innovations, \$10,000 award to hospitality management/interior design student (award at Platinum Circle)
- NEWH Sustainable Design Competition, (2) \$5,000 scholarships, interior design or architecture majors only (1) award to undergraduate (1) award to a graduate student, sponsored by JLF|one meadow and Applied Textiles (award at HD Expo)
- NEWH Clifford R. Tuttle scholarship \$5,000 scholarship for interior design students (award at Platinum Circle)
- NEWH Product Design competition, sponsored by Symmons, \$4,000 scholarship for interior design students (award at HD Expo)
- NEWH ICON scholarship \$7,500 area of major is dependent on chosen ICON of Industry (award at Gold Key in New York)
- NEWH Harvey Nudelman \$5,000 scholarship open to hospitality interior design students, sponsored by FR-One Fabricut (award at HD Expo)

VP|EDUCATION – MARY ANN THORNAM | EDUCATION – CHRISTINE WASMER | LORRAINE FRANCIS – SUSTAINABLE HOSPITALITY

Discussion-Trisha Poole:

- Christine could not be here today she is the new VP|Education
- Due to the many increased scholarships and duties involved, last year the scholarship/education positions were split
- Goal is to provide a strong presence of education through continuing education
- Strong focus on sustainability
- Become IACET certified
- Continuing to develop programs for mentorship with Sandy Banks
- Establish firm educational offerings
- Hold (4) CEU events/seminars/web educational CEU events annually

VP|DEVELOPMENT – CYNTHIA GUTHRIE | CINDY ANDREWS – MEMBERSHIP

Discussion Cynthia Guthrie:

- My role is reflected by the hard work of others: Cindy Andrews (Membership), Leigh Mitchel (NEWH Conference), William Stuart (Marketing Communications)
- This position is interesting to membership with heavy integration with chapters
- Discipline calls assist with motivation, sharing ideas and knowledge that good programming leads to increased good membership
- It is always exciting to see the programs and fundraisers that come together that result in new members we maintain their NEWH membership
- Content is about successful membership when it comes to events
- Duties of VP|Development include: assist with the development of facilitating membership drives, responsible for the wealth of membership and well-being of NEWH, encouraging new membership and maintain strong board communication
- Boards have done a great job of delivering content for membership drives
- NEWH Leadership conferences content is nothing short of amazing, there is a lot of work put into it bi-annually, tremendous amount of assistance from NEWH, Inc. office
- William Stuart improves website content, social media connections, CEU's online development

INTERNATIONAL RELATIONS | CANADA – CHRIS TUCKER

Discussion Chris Tucker:

- Canada is healthy and doing well

BREAK OUT: Group Discussions Overview

Trisha Poole: Break-Out Sessions (3 Groups):

Breakouts help NEWH, Inc., gives you details to take back to your chapter, synergize thoughts together

Each group should develop a scope document while establishing goals/timelines

Take good notes within your group, email notes to Shelia: shelia.lohmler@newh.org

We want to see movement and progress after utilizing the goals from each group

Finance/fundraising- Art Mélange – NEWH fundraising

Scholarship- Interior Design scholarship discussion, ideas to modify

Education- Development of CEU's/educational offerings and mentoring program

Scholarships- Membership and what makes a successful rise in numbers

BREAK OUT: Group Discussion Reports

GROUP ONE-Finance/fundraising

- Discussed Art Mélange
- Estate sale where every chapter would participate on the same day with proceeds going to chapters for the mission of scholarship
- August 20th, 2016 10am – 4pm
- NEWH members would work in shifts as the sales force
- Discussed consistency of advertising (local paper ads, craigslist, etc.) – we need the same overall message
- General public would be the audience
- Solicit for jewelry, artwork, clothing, furniture, etc.
- Reach out to your local vendors
- Determine if there are any homeowners/local guidelines/restrictions we need to stay within
- Check into any delivery fees in getting items to your estate sale
- Live feeds/tweets would only help promote the event while in action, use social media to our advantage
- Hold a BBQ or a thank-you celebration for all of your volunteers
- Would like to implement event for 2016

Comments:

- For each person that contributes donations to the estate sale they would receive a tax donation receipt
- Manufactures can be listed in winter NEWH magazine
- Send a general email out to all chapters to determine participation levels
- Manufactures could select (1) chapter to donate/support towards

GROUP TWO-Scholarship

- Discussed other questions in the scholarship area, made a list of questions to be addressed
- Talked about qualifications/criteria, and concern over students who are not sure if they are eligible to apply
- Andrea/Becca/Nicole clarify and discuss concerns of application questions and address conclusion on next discipline call
- Discussed application process and need to promote applications at events where students can begin to complete the application and get their questions answered on the spot
- Making sure that events are paired with scholarship application deadlines, give students opportunities to reach out and get their questions answered
- Discussed NEWH Leadership Conference and scholarship luncheon, excited about future promotion and use of scholarship video
- Address, use, promote students more during the Leadership conference

GROUP THREE – Membership

- Discussed Leadership Conference, changes, history of past conferences
- Attendance keeps climbing

- 2017 NEWH Leadership Conference: February 9th – 11th, 2017 in Denver, CO
- Networking will still be prevalent
- Looking for an inspirational speaker from outside of our industry and chef for culinary lunch and learn
- President's Dinner, great opportunity for design firms to connect with 25-30 elders
- Tour of Denver Union Station, VIP Party, Saturday keynote on social media, need help with sponsorships specifically with President's Dinner
- Non-members can attend Leadership Conference for an additional fee of \$100
- Discussed how Leadership Conference assists local chapters, attendees gain inspiration and fresh ideas to take back to their local chapter while growing personally
- Phoebe is assisting with marketing efforts
- Promote our past achievements and communicate to chapters' ways to promote Leadership Conference
- Engagement, involvement, influence is what drives local chapter membership
- Drive home the message of why you want to be involved with NEWH, explain and define who is involved in NEWH and what they get out of it, know what people want to get out of it

Comments:

- We need you at Leadership, help spread the word to gain sponsorship and attendees
- Budget now, think about who you will be sending, don't forget about your scholarship recipients/students
- We welcome your involvement

GROUP FOUR – Education

- Discussed focus of sustainability and how to bring in our sponsors to be involved with CEU educational offerings
- Re-establish IACET process
- Appeal to what we're doing to all members in the industry including student and educational professionals
- Find out state level educational CEU requirements
- Mentorship will be very important
- Post speakers/sessions on NEWH website with budget and income from CEU offerings
- Mentorship is a new process; we've been taking baby steps to ensure a good process
- Proposal to open the program to all chapters and let it form what it's meant to be based on chapter use
- Sandy will be calling every chapter President to discuss how the program would work and then move onto their available membership person to assist in the process
- Reach out to our community
- We've received a lot of mentor/mentee applications from different parts of the country, how do we match them up
- Need to figure out how to deal with all mentor vs. mentee applications and vice versa
- Brainstorm current issues, recruiting committee members
- We need a presence and representation at Leadership Conference so that everyone who attends the event knows this is an option
- There are people in our industry we can identify as a mentor, we need to reach out to them and add them to a list
- Engage and communicate with students, find out what they need to learn what they are looking for
- Need to stay within our area of code of ethics
- Please forward on your suggestions to get the momentum going

Mentoring Comments-Trisha Poole:

- This is a subject that has come up for years
- It's always scary doing something new, this is something we just need to jump in with and get going
- People have been saying for years that we're the perfect organization for mentoring
- Our hope is that everyone circles around and supports this initiative

New Business | Trisha Poole

New Business-Trisha Poole:

- Due to weather concerns today's meeting will be condensed to finish early
- Thank-you Atlanta you're doing a great job, the reception made us feel very welcome and special

MOTION TO ADJOURN

Date: January 22, 2016

Motion Number: 3

I, Fernando Diaz, move that the meeting be adjourned at 11:30 am.

Motion seconded by: Cindy Guthrie

VOTE COUNT:

YEA: 11

NAY: 0

ABSTENTION: 0

STATUS OF MOTION:

Carried:

Defeated:

PRESIDENT

TRISHA POOLE

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

2016 GOALS

- Further the mission of NEWH.
- Continuation and Refinement of 2015 Goals for 2016:
 1. Increase NEWH, Inc. and NEWH Chapter participation of high level executives and professionals in the hospitality industry that are within positions to award contracts to design, architectural and purchasing professionals. This goal is supported by the planning and execution of high quality NEWH Leadership Conferences that incorporate relevant subjects, speakers and design firms that represent the current landscape of the industry. We plan to structure this event and provide streamlined processes to improve the overall performance and execution of the planning and delivery of the event.

2015 PROGRESS: A Leadership planning committee met at the NEWH Wisconsin office to review past conference performance and data and provide input on planning and structure of the 2017 event with long term planning in mind. Great progress was made and for the first time ever the Leadership conference has the outlined agenda, sponsorship opportunities, and marketing collaterals ready for release 14 months in advance of the event. Key contacts have been identified with new brands that will expand our database for future opportunities to speak and share knowledge on the international and chapter level.

The success of this event has brought a greater awareness of our organization and the mission along with building credibility within the industry professionals. The NEWH Inc office will begin to manage more of the administrative functions of this event to assure consistency and timely delivery while creative content and securing sponsorships will remain a volunteer responsibility. We will continue to build on this event and hope to benefit long term from the connections made.

Our sponsorship participation with ALIS and The Lodging Conference over the last two years has expanded foresight of the industry, conference trends, and topics along with assisting in the cultivation of new speaking talent and strategic relationships. We look forward to these relationships growing stronger in the future and potentially becoming more involved with these events.

2. Improve membership and participation of students and young hospitality professionals from all demographic segments. Seek ways to keep them interested and involved with NEWH that will help make the organization more relevant today and exciting for the future.

2015 PROGRESS: With the new section within the NEWH

Magazine covering up-coming talent from our NEWH Scholarship Recipients we believe this will draw interest from students, schools, and young professionals.

In addition, the development with NEWH Inc Scholarships is raising the quality and increasing clarity of the program that will improve the application process. Currently a large percentage of our recipients are securing positions within well-known design firms and becoming productive team members that continue to give back to the industry by working within their local NEWH Chapters. We are super proud of these new hospitality professionals and look forward to many more entering the work force in the future!

3. Build a higher awareness of NEWH and the mission of scholarships.

2015 PROGRESS: New scholarships were added (see VP Education report) and NEWH Inc. added a VP of Education last year. Chris Wasmer, our new VP of Education will be working with Andrea Thomas VP of Scholarship to further advance our efforts on scholarships and help us to better promote the opportunities we have at large events and international venues. We will be seeking new programs that can be launched at the Chapter level that will broaden the awareness throughout the entire hospitality network.

There was an improved focus on our mission and scholarships at the 2015 NEWH Leadership Conference in Dallas. The Scholarship Luncheon was placed within the center of the conference and available to all registered attendees at no additional cost. We will continue this for 2017 with some improvements of the program.

We have a goal to produce a quality video of past scholarship recipients and their inspiring stories to help us share our mission with those that do not understand who we are and what we do. The video can be used for charitable events that may be held with the general public or industry events that may need an introduction to NEWH with an explanation of our mission. The targeted completion date is early 2017.

STEPS TO ACHIEVE GOALS

- Support and make all NEWH initiatives a priority that directly relate to the advancement of the Key Goals for 2016.
- Listen and identify new ideas and interesting concepts that are offered by NEWH supporters related to the modification or addition to the "Key Goals."
- Offer support and leadership to all EC and IBOD Members as they work towards their goals.

PRESIDENT ELECT

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.

SECRETARY

BRITTANY JOHNSON

Job Purpose

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

OTHER REPORT ITEMS

- See below for a few of the top pieces of advice for the role of Secretary:
 - Please remember that your chapter board meeting minutes are due as soon as possible after the meetings. Your chapter boards should be approving the meeting via email (100% board approval) or at the board meetings.
 - If possible, have a localized place to store board meeting minutes, digitally, for future reference.
 - If your board does not have a meeting for a month please let

- the Inc. office know so that no one is trying to track down non-existent meeting minutes.
- Know the rules for a quorum; be certain that you've noted whether or not a quorum exists for any motions that occur during your meetings.
- There are several chapters that have still not submitted their Business Plan for the year. Please turn that into the Inc. office as soon as possible

RECEIPT OF MINUTES, ANNUAL BUDGET AND CHAPTER BUSINESS PLAN

Chapters (min. 6 per year)	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Budget	Business Plan
Arizona	Yes	Yes											Yes	
Atlanta	Yes	Yes	Yes										Yes	
AC/Philadelphia		Yes											Yes	Yes
Chicago	Yes		Yes										Yes	
Dallas	Yes	Yes	Yes										Yes	
Houston	No Mtg.	Yes	Yes	Yes									Yes	
Las Vegas	Yes	Yes											Yes	
Los Angeles	Yes	Yes											Yes	
New York	No Mtg.												Yes	
North Central	Yes	Yes	Yes	Yes									Yes	Yes
Northwest	Yes	Yes											Yes	
Rocky Mountain	Yes	Yes	Yes										Yes	
S. Florida	Yes	Yes											Yes	
San Francisco Bay	Yes	Yes	Yes										Yes	Yes
Sunshine	Yes	Yes											Yes	
Toronto	Yes	No Mtg	Yes										Yes	
UK		Yes											Yes	
Washington, DC	Yes	Yes											Yes	
Regional Groups (Minutes once a quarter)														
New England	Yes	No Mtg	No Mtg		No Mtg	No Mtg		No Mtg	No Mtg		No Mtg	No Mtg		
North Carolina														
Orange County	Yes													
Pittsburgh														
Vancouver	Yes	Yes												

CHAPTER BOARD TRAINING SCHEDULE

Shaded = training occurred or is scheduled (*based on year of board – i.e. if training occurred in Oct 2013, it was with incoming 2014 brd so listed under 2014 year)	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
ARIZONA		In person 4/11/2008			In person 12/1/2010	Webinar	In person 12/6/2012	Webinar	Webinar	In person 2/20/2016	Webinar	Webinar
ATLANTA			In person 3/14/2009	Webinar	Webinar	In person 3/10/2012	Webinar	Webinar 1/7/2014	In person 10/18/2014	Webinar	Webinar	In-person
ATLANTIC CITY		In person 3/1/2008		Webinar 12/6/2010	In person	In person 2/25/2012	Webinar	Webinar	In person 2/14/2015	Webinar	Webinar	In-person
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 11/14/2015	Webinar	Webinar
DALLAS		In person 1/26/2008		In person	In person 10/8/2010	Webinar	In person 3/15/2013	Webinar	Webinar	In person 11/20/2015	Webinar	Webinar
HOUSTON				In person	In person 10/7/2010	Webinar	Webinar	In Person 2/8/2014	Webinar	Webinar	In-person	Webinar
LAS VEGAS		In person 8/16/2008		Webinar 8/3/2010	In person	In person 1/28/2012	Webinar	Webinar	In person 1/10/2015	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 1/9/2016	Webinar	Webinar
NEW YORK	In person 2007			Webinar 2/27/2010	In person	In person 2/11/2012	Webinar	Webinar	In person 2/28/2015	Webinar	Webinar	In-person

CHAPTER BOARD TRAINING SCHEDULE

Shaded = training occurred or is scheduled (*based on year of board – i.e. if training occurred in Oct 2013, it was with incoming 2014 brd so listed under 2014 year)	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
NEW ENGLAND REGION							Webinar 2/13/2013	TBD based on need	Webinar 1/12/2015	TBD based on need	TBD based on need	TBD based on need
NORTH CAROLINA REGION				Webinar 6/30/2010	TBD based on need	Webinar 4/26/2012	TBD based on need	Webinar 1/9/2014	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		In person 1/11/2014	Webinar	Webinar	In-person	Webinar
NORTHWEST			Webinar 11/14/2009	Webinar	In person	In Person 12/2/2011	Webinar 11/28/2012	Webinar 11/6/2013	In person 12/13/2014	Webinar 2/29/2016	Webinar	In-person
ORANGE CTY REGION (as needed)				In person 9/28/2010	TBD based on need	TBD based on need	TBD based on need	Webinar 1/13/2014	TBD based on need	TBD based on need	TBD based on need	TBD based on need
PITTSBURGH REGION									Webinar 11/18/2015	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 2/27/2014	Webinar	In person 1/11/2016	Webinar	Webinar
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				
SAN FRANCISCO				Chartered 2010	In person 2/26/2011	Webinar	Webinar 2/5/2013	In Person 11/16/2013	Webinar	Webinar	In-person	Webinar
SOUTH FLORIDA	In person 11/3/2007				In person	In person 1/21/2012	Webinar	Webinar	In person (not scheduled)	In person 1/29/2016	Webinar	Webinar
SUNSHINE	In person 2007		In person 1/31/2009		In person 2/5/2011	Webinar	Webinar 11/15/2012	In person 10/18/2013	Webinar	Webinar	In-person	Webinar
TORONTO		In person 12/6/2008		Webinar 1/24/2011		In person 10/15/2011	Webinar 11/20/2012	Webinar 11/19/2013	In person scheduled 12/6/2014	Webinar 12/8/2015	Webinar	In-person
UNITED KINGDOM					Webinar	Webinar	Webinar	In person 10/1/2014	Webinar	Webinar	Webinar	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	TBD based on need	TBD based on need
VIRGINIA REGION (as needed)			In person 3/28/2009	Webinar	based on need	TBD based on need	based on need					
WASH DC	In person 2007		Webinar 10/22/2009	Webinar	In person	In person 2/16/2012	Webinar	Webinar	In person 3-12-2015	Webinar	Webinar	In-person

VP/FINANCE

FERNANDO DIAZ

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
- Monitor NEWH Fundraising for both NEWH, Inc. and its Chapters and develop new ideas for Fundraising

2016 GOALS

- Have all chapters submit budgets by the beginning of the year; help chapters to achieve this request if necessary
- Have all chapters submit business plan by the beginning of the year; help chapters to achieve this request if necessary
- Have all chapters submit results of activity reports (**MOST IMPORTANT**)
- Participate in all discipline calls (**VERY, VERY IMPORTANT**)
- Maintain or cause to maintain Strategic Plan
- **Pros & Cons of Nationwide "Estate Sale"**

STEPS TO ACHIEVE GOALS

- Work with NEWH, Inc. office to follow up on chapters not forwarding information ;
- Work with Diane and Jena to make sure chapters know (via board training) that information is to be submitted to NEWH, Inc. promptly; and

- Follow up with chapters to submit signature bankcards after the first board meeting of the year.

LONG TERM GOALS FOR THIS POSITION

- Ensure all chapters KNOW what is expected in way of reporting.
- Produce Signature NEWH Fundraiser in 2016

OTHER REPORT ITEMS

- Report on Art Mélange outcome
- Within the next year or so NEWH, Inc. will increase its percentage of what the chapters need to pay
- Chapters DO NOT have to give 50% in Scholarship Awards out, but we do encourage NOT to give out more than 50%
- Please remember that check over \$250.00 requires two (2) signatures
- THANK YOU – RESULTS OF ACTIVITY REPORTS ARE BEEN SENT INTO INC OFFICE WITHIN 45 DAYS AFETR THE EVENT.

BANK BALANCES

account balances as of 3/31/2016

General	\$ 527,955.20
Scholarship	159,234.65
Cliff Tuttle Scholarship	32,340.20
Money Market (cash reserve fund)	360,074.02
Long Term Reserve Account (money market acct receives higher interest than CD)	300,000.00
Cash Reserve Account (money market acct receives higher interest than CD)	200,000.00
CD	200,000.00
NEWH, Inc. acct in Canada (7/31/13)	US 15,000.00
NEWH Canada, Inc.	CAD 54,300.67
NEWH, Inc. acct. in London	US 25,000.00

Chapter	Annual Budget Rec'd	Statement from Bank	Labeling cls and deposits	Updated Signature Cards	Current on tax matters for 2015	2015 Fundraising Remittance	2015 to date Fundraising %***	2015 Monies transferred to Scholarship Acct	2016 Fundraising Remittance	2016 to date Fundraising %***	2016 Monies transferred to Scholarship Acct	Checking Bal	Date	Scholarship Bal	Date	CD	Date
Arizona	X	X	X	X	X	Yes	58%	6,142.35	Need info	0%	-	10,251.91	3/31/16	10,076.92	3/31/16		
Atlanta	X	X	X	X	X	Yes	52%	32,074.55	N/A	0%	15,317.49	77,480.92	3/31/16	29,659.36	3/31/16		
Atlantic City	X	X	X		X	Inv'd	59%	4,748.45	N/A	0%	-	23,228.05	3/31/16	8,243.85	3/31/16		
Chicago	X	X	X	X	X	Yes	47%	66,620.04	Need info	0%	51,471.56	127,628.56	3/31/16	81,015.82	3/31/16		
Dallas	X	X	X	X	X	Yes	42%	35,589.81	N/A	0%	14,074.92	28,149.60	3/31/16	79,937.48	3/31/16		
Houston	X	X	X		X	Yes	73%	30,916.31	N/A	0%	7,113.89	2,256.24	3/31/16	37,990.56	3/31/16		
Las Vegas	X	X	X	X	X	Inv'd	3%	21,670.29	N/A	0%	1,350.00	101,834.20	3/31/16	70,871.66	3/31/16		
Los Angeles	X	X	X	X	X	Yes	57%	5,837.25	N/A	0%	22,556.37	113,502.71	3/31/16	85,022.63	3/31/16		
New York	X	X	X	X	X	Yes	57%	8,403.90	N/A	0%	-	143,337.47	3/31/16	82,758.71	3/31/16		
North Central	X	X	X	X	X	Yes	41%	1,105.94	N/A	0%	13,169.43	28,321.66	3/31/16	38,255.63	3/31/16		
Northwest	X	X	X	X	X	Yes	56%	56,781.92	N/A	0%	-	73,386.76	3/31/16	56,113.04	3/31/16		
Rocky Mountain	X	X	X	X	X	Yes	26%	19,869.98	N/A	0%	4,518.38	38,430.74	3/31/16	27,589.61	3/31/16		
San Francisco	X	X	X	X	X	Yes	53%	48,796.84	N/A	0%	-	54,182.62	3/31/16	121,788.81	3/31/16		
South Florida	X	X	X	X	X	Yes	47%	-	N/A	0%	3,866.48	25,255.25	3/31/16	25,499.37	3/31/16		
Sunshine	X	X	X	X	X	Yes	41%	33,927.00	N/A	0%	-	62,742.89	3/31/16	58,402.83	3/31/16		
Toronto	X	X	X									27,698.60	2/29/16	47,694.87	2/29/16		
United Kingdom	X	X	X									6,592.54	3/31/16	5,106.99	3/31/16		
Washington DC	X	X	X	X	X	Yes	47%	26,195.16	N/A	0%	29,123.28	197,172.62	3/31/16	61,787.22	3/31/16	40,093.59	9/30/15
<u>Regional Groups</u>																	
Hawaii														21,812.45	3/31/16		
New England												9,946.63	3/31/16	18,420.28	3/31/16		
North Carolina												6,068.95	3/31/16	10,562.32	3/31/16		
Orange County												1,644.01	3/31/16	33,754.72	3/31/16		
San Diego														19,276.71	3/31/16		
Vancouver																	
Virginia														12,046.68	3/31/16		

2016 FINANCIAL SPREADSHEET

		INCOME	EXPENSE
President		-	3,757.43
President Elect		-	-
Past President		-	-
	Founders Circle	-	4,460.00
Executive Adviser		-	549.76
Secretary		-	1,040.20
	Board Training	-	3,674.49
Vice President Finance		-	1,202.91
	Fundraising	97,231.36	30,550.87
	Travel / Delegate	-	1,210.63

Vice President/Scholarship		-	-
	Scholarship	500.00	-
	Clifford Tuttle Scholarship	-	-
	Hospitality Management Scholarship	-	-
	ICON Scholarship	-	-
	Sustainable Scholarship	14,000.00	-
	Vendor Scholarship	5,000.00	-
	Women Leaders in Hospitality Scholarship	5,000.00	-
Vice President/Education			-
	Continuing Education	-	-
	Mentorship	-	-
	Sustainable Hospitality	10,000.00	2,231.92
VP/Development		-	65.38
	Leadership Council	-	-
	Membership	175,779.50	62,980.00
	NEWH Conferences	-	9,328.32
	Digital Marketing	-	34.16
Administration		1,439.36	271,571.60
	Corporate Partner Development	355,500.00	-
	Marketing	-	13,498.46
	NEWH Awards	-	-
	Tradeshows/USA	-	9,028.26
	Tradeshows/other	-	-
	Tradeshows/Regional	506,515.50	267,157.45
	NEWH Governing Board Mtg.	-	4,597.39
	Website	11,870.46	5,297.59
	Publications	-	3,578.40
	Reserve Acct.	-	16,800.00
	Bank/Credit Card	-	7,580.70
		1,182,836.18	720,195.92

2016 CORPORATE PARTNERS	level	partner since
Durkan Hospitality	Benefactor	1995
Fabricut Contract/S. Harris	Benefactor	2004
RH Contract	Benefactor	2012
Signature	Benefactor	2005
ULSTER	Benefactor	2003
American Leather	Patron	2008
Crypton Fabrics	Patron	2014
Delta Faucet Company	Patron	2014
Hospitality Design Group	Patron	2001
Hospitality Media Group, LLC	Patron	2012
Installation Services Group	Patron	2010
Milliken Carpet/Hospitality	Patron	1996
Moen, Incorporated	Patron	2012
P/Kaufmann	Patron	2011
American Atelier, Inc.	Supporting	2011
Arteriors Contract	Supporting	2013
Ashley Lighting, Inc.	Supporting	2012

Bernhardt Hospitality	Supporting	2012
Electric Mirror	Supporting	2008
Enduratex	Supporting	2015
Fabric Innovations	Supporting	2011
Karndean DesignFlooring	Supporting	2011
Kimball Hospitality	Supporting	1994/2016
Lexmark Carpet + Northwest Hospitality Carpets	Supporting	2008
Lily Jack	Supporting	2011
Mandy Li Collection	Supporting	2011
Masland Hospitality	Supporting	2001
OW Hospitality	Supporting	2014
Richloom Contract	Supporting	2013
Sem Fim	Supporting	2013
Serta International	Supporting	2005
Séura Incorporated	Supporting	2012
Shafer Commercial Seating	Supporting	2012
Shaw Hospitality Group	Supporting	1999/2015
Shelby Williams	Supporting	1994/2011
Summer Classics	Supporting	2011
Tropitone Furniture Company	Supporting	2012
Vaughn Benz	Supporting	2011
WALTERS	Supporting	2012

FUNDRAISING

RON MCDANIEL

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/REPORTS SUBMITTED IN 2016

VP/SCHOLARSHIP

ANDREA THOMAS

Job Purpose

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

2016 GOALS

Scholarship

- Work with the Director of Scholarship in the execution of all current scholarship initiatives including Interior Design and Hospitality Management scholarships, ICON and Sustainability Design Competition, as well planning the Scholarship Luncheon for the 2017 Leadership Conference
- Work with the Sustainability Committee on revamping the next Design Competition.
- Interface with Chapter Directors via discipline calls.

Education

- Assist VP of Education and Director of Continuing Education in fulfilling requirements for the IACET application to be approved as a provider organization for continuing education, when necessary.

Marketing

- Establish a consistent format for forms and collateral for all scholarships in keeping with the overall marketing vision for the organization. Assist in the creation of a video for marketing the scholarship mission of NEWH.

SCHOLARSHIPS

HOSPITALITY MANAGEMENT SCHOLARSHIPS

NEWH Women Leaders Scholarship sponsored by Hospitality Media Group

This is a \$5,000 award available to only female students and will be given on March 31, 2016 in conjunction with BD West in Los Angeles at the Boutique Design Power Players: Women Leaders in Hospitality breakfast. The recipient is Vivian Min, a Hotel, and Tourism Management Major from New York University, who will be graduating in May.

NEWH Hospitality Management Scholarship

This \$5,000 award was originally sponsored by Hotel Interactive to be presented in March of this year, but they chose not to fund it. It will be given at the Annual Expo Breakfast: the Young Entrepreneurs on May 4th, 2016 during HD Expo in Las Vegas. The recipient is Rebecca Knick, a Tourism and Hospitality Management major from Temple University.

NEWH Hospitality Management Scholarship sponsored by Fabric Innovations

**Deborah Herman has generously renewed her contract to fund this \$10,000 scholarship. This year it will also include Interior Design majors, so the recipient will be either a Hospitality Management student or an Interior Design student. It will be given at the Platinum Circle Awards in

November of 2016, in conjunction with the HX: The Hotel Experience show and BDNY in New York. The deadline for applications is September 2, 2016.

NEWH Women Leaders Scholarship sponsored by Hospitality Media Group

This \$5,000 scholarship is open to only female Hospitality Management majors and will be awarded at the Boutique Design Power Players: Women Leaders in Hospitality breakfast in November of 2016 in conjunction with BDNY. The application deadline is September 2, 2016.

INTERIOR DESIGN SCHOLARSHIPS

Harvey Nudelman Scholarship sponsored by Fabricut Contract/S. Harris & FR One

This \$5,000 will be awarded at HD Expo at the NEWH booth on May 4, 2016. The recipient is Alvin Oei, an Environmental Design Major at the Art Center College of Design in Pasadena, CA.

NEWH Product Design Competition sponsored by Symmons Industries

The third award of \$4,000 will be given at the Annual Expo Breakfast: the Young Entrepreneurs in Las Vegas at HD Expo in May 2016. The award includes a Guest Room Lavatory Faucet design competition. The standard NEWH criteria have to be met first and the projects from that group of students will be evaluated by 3 judges from Symmons. The winning design, called "Clipse," will also be showcased at a party at the Symmons Booth #11177 at 4:00 on May 4th. The student is September Banks, an Interior Design major at Virginia Commonwealth University.

Sustainable Design Competition Scholarships sponsored by JLF lonemeadow and Applied Textiles

We are very grateful to JLF lonemeadow for their continuing sponsorship of one of these two \$5,000 awards. We also thank Applied Textiles for sponsoring the other award for the first time this

year. One scholarship is for an undergraduate student and the other for a graduate student. This year's competition is a Sustainable HOTEL BAR/RESTAURANT. The students will be honored during the HD Expo, May 4, 2016 at the NEWH Booth.

ICON of Industry

The 2016 ICON of Industry, which recognizes a manufacturer in our industry, will be selected by the Executive Committee in April of this year. A \$7,500 Scholarship will be given in November 2016, at the Gold Key Awards in New York. The application deadline is September 2, 2016.

NEWH Clifford R. Tuttle Scholarship

The third \$5,000 Scholarship, honoring Cliff Tuttle, will be given at the Platinum Circle Awards in November 2016, in conjunction with the HX: The Hotel Experience show and BDNY in New York. The application deadline is September 15, 2016.

NEWH Interior Design Scholarship sponsored by Fabric Innovations

**See third item under Hospitality Management Scholarships.

LONG TERM GOALS FOR THIS POSITION

- Provide and plan for smooth interface/interaction between activities of Scholarship all levels within NEWH Inc. and Chapters.
- Ongoing - Define job responsibilities and timeline of all ongoing initiatives overseen by V.P. of Scholarship for use by future occupants of this position.
- Communication outreach to schools/programs supported by Chapter and Inc. scholarships via use of social media, i.e., Facebook and or NEWH Inc. / website.
- Working with the Scholarship Director and the Inc. office to update the Board Manual and Scholarship Forms, which is an ongoing process. Any changes should be made to the VP of Scholarship or the NEWH Inc. office.

SCHOLARSHIP

BECCA KUNDYSEK

Job Purpose

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

2016 GOALS

- Continue to learn my role and responsibilities as Scholarship Director
- Assist and work closely with VP of Education, Andrea Thomas, and the NEWH Inc. office
- Become an asset to the IBOD
- Work with Nicole and Andrea to smooth out scholarship application process, deadlines, etc.
- Assist in the development of agenda and organize Scholarship Luncheon for Leadership Conference 2017, Denver.
- Work with Nicole and Andrea to develop a special scholarship to be awarded at Leadership Conference 2017 – Scholarship Luncheon

STEPS TO ACHIEVE GOALS

- Quarterly conference calls with Scholarship Directors
- Keep open lines of communications between myself, Andrea and NEWH Inc.
- Study the scholarships offered my NEWH Inc., their criteria, requirements, and schedule

- Communication with other board members
- Meet with Leigh and Andrea on regular basis to discuss and organize Luncheon

LONG TERM GOALS FOR THIS POSITION

- Establish lines of communication with all Chapter and Regional Scholarship Directors and provide support as required
- Work with Chapters and Regional Groups to promote all NEWH Scholarship opportunities
- Work with Chapters and Regional Groups to establish new Vendor Scholarship opportunities at the local level
- Follow up with past winners for updates on their career paths since winning an NEWH Scholarship

OTHER REPORT ITEMS

- I enjoy working with Andrea and Nicole and reviewing the vast amounts of scholarship applications so far. It is great to see all the students and get to know them through their essays and examples of work. I appreciate the opportunity to give back to the industry in this way.

SCHOLARSHIPS AWARDED BY CHAPTER			
Chapter	2016	total # of awards	Total Given
Arizona	0	113	107,800.00
Atlanta	0	138	255,765.00
Atlantic City/Greater Philadelphia	0	11	29,500.00

Chicago	0	101	244,574.00
Dallas	0	161	324,200.00
Houston	2,500.00	117	143,625.00
Las Vegas	0	141	345,554.92
Los Angeles Founding Chapter	0	337	709,598.00
New England Region	0	30	28,950.00
New York	0	208	526,500.00
North Carolina Region	0	2	5,000.00
North Central	0	38	48,000.00
Northwest	0	44	87,964.00
Orange County Region (Southern Counties)	0	58	68,450.00
Rocky Mountain	9,500.00	41	84,200.00
San Diego Region	0	3	3,000.00
San Francisco Bay Area	0	11	50,000.00
South Florida	0	85	121,000.00
Sunshine	0	63	174,500.00
Toronto	0	53	CAD 99,513.00
United Kingdom	0	15	GBP 34,286.88
Vancouver	0	3	6,000.00
Virginia	0	8	16,500.00
Washington DC Metropolitan	0	108	285,300.00
Clifford Tuttle Scholarship	0	2	10,000.00
Future Hospitality Leaders Scholarship	5,000.00	2	10,000.00
NEWH ICON of Industry	0	21	90,000.00
NEWH Women Leaders in Hospitality Scholarship Award	5,000.00	3	15,000.00
NEWH Sustainable Design Competition/School	0	9	40,000.00
NEWH Sustainable Design Competition/Student	10,000.00	14	65,000.00
NEWH Vendor - American Holtzcraft	0	1	3,000.00
NEWH Vendor - Fabric Innovations Legacy	10,000.00	3	30,000.00
NEWH Vendor – Harvey Nudelman Memorial Scholarship	5,000.00	10	34,500.00
NEWH Vendor – Symmons	4,000.00	3	12,000.00
TOTALS	51,000.00	1958	USD \$ 4,124,932.85

VP/EDUCATION

CHRISTINE WASMER

Job Purpose

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

2016 GOALS

- Restart (continue) the application process to become an IACET Authorized Provider of continuing education. (Note: this is now suspended as a goal).
- Research and identify continuing education opportunities that are relevant to our membership and NEWH mission.
- Work with Director of Sustainable Hospitality and Director of Continuing Education in developing educational goals, program, and developing content for educational programs and CEU's.
- Work with Mentorship Director in developing programs for use by chapters for building a strong mentoring culture/foundation which will benefit new emerging talent in the industry and future boards/committees for chapters and regional groups.

STEPS TO ACHIEVE GOALS

- Decision to suspend IACET application process.
- Director of Continuing Education is working closely with Sustainable Hospitality Director and the committee to build out items on Sustainable course list proposed by Director of CE.

- Give assistance as necessary in reviving the Sustainable Directory for purposes of offering another source of education and identifying subject matter experts which will aid in building strong educational foundation for NEWH CEU's and other programs.
- Identify and invite best likely candidates to form a committee to assist Director Mentorship in building a chapter wide program.
- Soon to roll out online continuing education courses.

LONG TERM GOALS FOR THIS POSITION

- Compile and sustain a hospitality centered comprehensive catalog of CEU's
- Ensure that NEWH offers education formatted to the best technologies available (webinar, live on-line presentations as well as classroom style formats)

OTHER REPORT ITEMS

- Bringing together the Directors under this "Education" discipline with goal of interweaving continuing education, sustainable hospitality, and mentorship of new emerging talent on NEWH boards is in process.

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.

2016 GOALS

- IACET Accreditation
- NEWH Continuing Education program in collaboration with Christine Wasmer, Director of Education
- Focus on Sustainability as the topic for the CEU presentations at HD and Boutique

STEPS TO ACHIEVE GOALS

- Identify NEWH needs, policies and processes for a program of continuing education
- Identify areas for CEU'S – currently Sustainability is the focus, expand on this and the industry educational needs
- Design a rubric for measuring CEU presentation proposals

LONG TERM GOALS FOR THIS POSITION

- Implement an online university for Continuing Education allowing members to gain CEU credits at the computer

YEAR TO DATE REVIEW

- Sustainable Design Strategies
- The Science of Sustainability
- Biophilic Design
- Sustainable Policies and Programs
- Fundamentals of Green Design: The Natural Environment
- Participation, with the Sustainable Committee, in monthly conference calls and discussion on events to be developed and organized by NEWH at the markets.
- Mary Ann will moderate one session at HD

MENTORSHIP

SANDY BANKS

Job Purpose

- Develop and implement a program to support the new, emerging talent in the hospitality industry.

2016 Goals

- I would like to get all chapters involved in some version of mentoring by the end of this year.

Steps to Achieve Goals

- Form a committee of at least 4-5 persons ideally located in all parts of the country to brainstorm and help facilitate getting the chapters to have at least one event dedicated to mentoring. To date there are two that have agreed to be part of the committee.
- Contact each chapter president to have a dialogue about the mentoring program and encourage them to schedule an event. I would also like them to identify who in their chapter would be able and willing to work with us to get this accomplished.
- Look into setting up mentoring possibilities for Mentees that are not near an NEWH chapter.
- Reach out to industry veterans to participate either as a mentor or encourage mentoring within their organizations.
- Take applications received to date and get them matched.
- Provide and expand marketing materials for industry events.

Long Term Goals for This Position

- Have an established committee to implement events and monitor and oversee progress in each chapter.
- Make this program a vital and successful part of what NEWH has to offer our members under the banner of education.

Year to Date Review

A new program has been established to "Do Lunch with a Mentor." The lunch would be for 15-20 students and juniors of a specific discipline, led by an industry leader. The floor will be open to all questions from the attendees. The mentor will agree to respond to email questions from attendees for 6 months following the luncheon. Our first two mentors are Carl Ross and Monica Mead.

We are also working on a program about Women in Business and What It Takes To Succeed. This will be a panel of successful women business owners. Chapters can request the panel for a local event and we will help facilitate dates, etc.

SUSTAINABLE HOSPITALITY

LORRAINE FRANCES

Job Purpose

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

2016 GOALS

- Continue to develop/educate relevant information around sustainability to the design community and the hospitality industry as a whole.
- Relook at our committees past and what the future can be to metric ourselves, our organization and be transparent to our community.
- Integrate with more design schools nationally and inter-nationally to keep us fresh, forward thinking and passionate around sustainability.

STEPS TO ACHIEVE GOALS

- **EDUCATE**
 - GREEN VOICE SESSIONS-
EVENTS: BDWEST 16/HDEXPO 16/BDNY16
a. ALL SPEAKERS AND SESSIONS COMPLETE (SEE ATTACHED)

- NEWH MAGAZINE 2016- FINALIZE EDUCATION REVELANT TOPICS

Summer: Due Date: May 11, 2016

Fall: July 19, 2016

Winter: September 19, 2016

- UPLOAD GREEN DIRECTORY- GO LIVE BY END OF HD EXPO 2016

Provide NEWH members a comprehensive sustainable hospitality directory for the purpose of identifying and promoting sustainable practices for designers, developers, owners, suppliers, educators, and consumers, in general.

- Support all NEWH chapter's educational events and activities, including NEWH Leadership Conference in 2017 with a sustainability lens

- **TRANSPARENCY & METRICS**

- NEWH SUSTAINABILITY REPORT 2016 (Metric our organization)
- B.MTRIC OUR MEMBERS FOR FEEDBACK (Send Survey Monkey)
- **DESIGN SCHOOL INTEGRATION VOICE**
 - CONTINUE TO SUPPORT SUSTAINABILITY STUDENT COMPETITIONS
 - a. Work on better visibility/celebration
 - b. Review Sponsorship opportunities
- **SUPPORT**
 - CONTINUE SPONSHORSHIP AND AUCTIONS FUNDING
 - MARKET CURRENT EVENTS TO CHAPTER MEMBERS /WEBSITE

REVIEW OF GOALS

- We are ahead of the game with organizing all the NEWH Green

- Voices for 2016 (3) industry events
- 2016 -we have adjusted our committee to get some fresh energy in and look at other education opportunities and synergy

THOUGHTS ON 2016

Overall we have a very passionate group of volunteers to support our goals as one voice and see opportunities to influence changes that support our vision for this year and beyond. We still need to readjust some of our committee members task force and refocus our teams around these goals. We have had some great members in the past and need to hold the torch for some of their initiatives moving forward and align them with our current goals to meet our 2016 metrics.

VP/DEVELOPMENT

CYNTHIA GUTHRIE

Job Purpose

- Develop and facilitate methods of generating membership and revenue for NEWH, Inc.
- Responsible for the well-being and growth of NEWH, Inc. membership.

2016 GOALS

- Work with and on behalf of NEWH, Inc. to increase membership on a National and International level.
- Align goals with NEWH, Inc. Directors of Expansion & Membership for increasing membership & expansion.
- Work with chapters and regional groups looking at past and current ideas for ways to recruiting members and retaining members.
- Promote and increase Business Memberships
- Focus, identify, & develop target areas/groups for growth & expansion.
- Verify/monitor compliance for group/chapter during expansion
- Work with and on behalf of NEWH, Inc. to increase awareness of NEWH Conference on a National and International level.
- Align goals with NEWH, Inc. Director of NEWH Conference for increasing awareness of Conference.
- Work with chapters and regional groups to understand the importance of attendance to NEWH Conference – conveying value for self-growth, networking, industry relevant updates

STEPS TO ACHIEVE GOALS

- Review membership data/history & surveys to understand and mitigate decline of membership
- Work with, assign tasks to, review goals of and monitor NEWH, Inc. Directors of Expansion & Membership to align overall goals for increasing membership & expansion.
- Discipline conference call attendance with pertinent agenda items – ideas & practices review.
- Review current Business Membership level and work special promotion for this level and/or make changes. Develop new Business levels for NEWH Inc and chapters.
- Expansion – establish/review data (web, surveys & non-member mail list & communicate with NEWH, Inc. to develop markets for expansion.
- Communicate with Fundraising, Programming, Hospitality Directors/Chairs at NEWH Inc. and Chapter levels to communi-cate important of inclusion of guests (non-members) at events and develop practices & strategies to convert to members.
- Review current procedures welcoming new members and membership renewals at NEWH, Inc. and chapter levels – potentially develop new procedures/systems.
- Review goals and status of NEWH Conference for 2017 with Director.
- Review milestones and conference content – are we on schedule?

LONG TERM GOALS FOR THIS POSITION

- Develop Standards and Best Practices for this position
- Develop Membership News for monthly email to member and non-member addresses.
- Increase Membership count to 2012 levels or better.

OTHER REPORT ITEMS

- Idle for now but still plan to move forward with this initiative in the future...During our strategic planning meeting at Milliken we further discussed potential formation of an "Industry Leaders Council" (ILC). A scope document has been started and there is still much work to be done to formulate an outline & criteria for the selection process of "Leaders," qualification needed, commitments by Leader needed, and benefits given to "Leaders" as well as an announcement once the details are finalized. We welcome additional ideas and comments from the IBOD and would like to move forward on this quickly so we can have in place for the Leadership Conference as first gathering of the "Council."
 - Objective: Attract, engage, elevate, and diversify demographics of participants/friends of NEWH with high level industry professionals. By Product - generate further industry recognition and raise profile of NEWH which in turn would create more networking, increase membership, and leadership development.
 - A Council member would be VP or higher level positions or at a level potential to award projects. There is potential for three (3) subsets – Educators, Designers and Hoteliers for consideration.
 - They could be designers, hotel brand, hotel managements/owners/developers, & educators.
 - It would be an invitation only position determined by the EC vote.
 - We could reach out to each chapter to gather list for potentials similar to how TOP ID was gathered for names.
 - They would have to commit to contribute to NEWH/ Chapter of at least one event and meet for one (1) advisory/focus group for NEWH Inc. – Event examples: be a speaker, on panel, Owner's Roundtable, attend, or some other TBD participation.
 - Benefits to "Leader" could be complimentary admission to a Chapter Program, listing on the NEWH website, potentially local Chapter marketing – still in process of discussion.
 - Potentially this could foster the development of new levels of membership.
 - Budgets to get ILC members for advisory/focus participation/meeting to be vetted as well.
 - Agenda for meeting to be determined.

- We look forward to the Membership discipline calls this year. Please be sure to bring this up in your next board meeting and inform your membership directors that it is very important to attend these calls. It is an excellent way to discuss ideas for membership drives and connection to programming. Cindy Andrews our Director of Membership on NEWH Inc. will explore ways to publish these ideas to each chapter...more to come on this.
- Art Mélange – vendors, reps and guests had a great time and many commented they would like to see NEWH do this event again and every year. While the event was fun it did not make the proceeds we had hoped for but it did not lose money. There will be more discussion during EC strategic planning meeting about how or do we proceed with. There were challenges with the weather forecast predicting rain. The day prior to event we were not sure if Polo

match would actually go on. Then on Sunday there was also a forecast for rain which kept the polo patrons and members from attending. We believe this had a lot to do with the lack of bids during the live and silent auctions as the members are affluent and were just not present. I wanted to again thank the work done to procure art at the chapter levels as well as Fernando Diaz, Julia Marks, Helen Reed, Sheilia Lohmiller and Jena Siebel for the help prior and during the event. Also a sincere thank you to all the sponsors from our industry..

- Leigh Mitchell with provide the latest details of progress for NEWH Conference along
- Cindy Andrews and Jason Stock will report on Membership & Expansion respectively.

MEMBERSHIP

CINDY ANDREWS

Job Purpose

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

Our membership continues to grow! As of the end of March we have almost 400 new members! 90 of those members are Chapter Business members!

Congratulations to Atlanta and Las Vegas for being the top 2 chapters with the most new members!

We will continue to communicate and monitor the chapters throughout the year getting fresh new ideas on Membership Drives.

I would love to come up with a uniform Membership Drive that all chapters can use if desired.

MEMBERSHIP REPORT BY CHAPTER

chapter	2015 Year End	2015 Year End w/ Students	2016 to date		% of Change since January Meeting does not include students	2016 non renewals		2016 new members/ past returning		voting members			non-voting	students
	Students are not reflected													
Arizona	77	94	64	87	-17%	19	24.7%	12	18.8%	55	9	23		
Atlanta	287	471	330	496	15%	34	11.8%	56	17.0%	261	69	166		
Atlantic City/Philadelphia	61	82	55	77	-10%	6	9.8%	10	18.2%	52	3	22		
Chicago	239	380	254	374	6%	20	8.4%	23	9.1%	197	57	120		
Dallas	331	515	337	473	2%	38	11.5%	25	7.4%	254	83	136		
Houston	134	225	100	198	-25%	13	9.7%	15	15.0%	89	11	98		
Las Vegas	146	209	148	230	1%	22	15.1%	41	27.7%	131	17	82		
Los Angeles Founding	233	343	196	325	-16%	37	15.9%	35	17.9%	181	15	129		
New York	402	520	313	461	-22%	58	14.4%	36	11.5%	288	25	148		
North Central	157	283	105	279	-33%	11	7.0%	15	14.3%	96	9	174		
Northwest	201	249	167	225	-17%	25	12.4%	19	11.4%	154	13	58		
Rocky Mountain	94	127	83	129	-12%	19	20.2%	9	10.8%	80	3	46		
San Francisco Bay	187	234	175	251	-6%	15	8.0%	14	8.0%	164	11	76		
South Florida	127	176	120	181	-6%	14	11.0%	14	11.7%	116	4	61		
Sunshine	217	249	175	218	-19%	36	16.6%	23	13.1%	160	15	43		
Toronto	142	186	118	174	-17%	13	9.2%	16	13.6%	103	15	56		
United Kingdom	71	72	68	74	-4%	11	15.5%	6	8.8%	64	4	6		
Washington DC Metro	290	327	163	326	-44%	18	6.2%	12	7.4%	147	16	163		
Atlantic Canada Region	1	1	2	2	100%	0	0.0%	0	0.0%	2	0	0		
Cincinnati Region	0	0	27	55	0%	0	0	9	33.3%	26	1	28		
Hawaii Region	12	16	8	13	-33%	5	41.7%	0	0.0%	7	1	5		
New England Region	99	132	81	118	-18%	15	15.2%	11	13.6%	75	6	37		
North Carolina Region	80	137	45	112	-44%	6	7.5%	3	6.7%	40	5	67		
Orange County Region	78	118	63	117	-19%	8	10.3%	8	12.7%	56	7	54		
Pittsburgh Region	32	37	48	61	50%	0	0.0%	9	18.8%	46	2	13		
Regional Members	61	64	57	61	-7%	11	18.0%	17	29.8%	54	3	4		
San Diego Region	19	19	13	13	-32%	4	21.1%	0	0.0%	11	2	0		

4	4	14	14	250%	0	0.0%	4	28.6%	12	2	0
68	122	51	143	-25%	7	10.3%	4	7.8%	44	7	92
3850	5392	3380	5287	-12%	465	12.1%	446	13.2%	2965	415	1907

REGIONAL MEMBERSHIP

Regional Area	2016	2015	2014	2016 Projections
Alabama Region	0	1	2	
Arkansas Region	1	1	1	
Canada Regional	0	0	2	
Caribbean Region	1	0	0	
India	1	1		
Indiana Region	7	3	6	

Regional Area	2016	2015	2014	2016 Projections
Kansas	3	3		
Memphis/Mid-South	16	20	21	
Michigan Region	10	11	11	
Missouri	4	3	4	
Oklahoma Region	3	5	7	
Utah	3	0	0	
Virginia	2			

NEWH CONFERENCES

LEIGH MITCHELL

Job Purpose

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

2015 PROGRESS TO DATE:

- Select 2017 Leadership Conference location and begin research on hotel: Denver selected by EC.
- DONE – Marriott City Center contract signed for February 9-11, 2017
- PR person hired – Phoebe Stein – announcements have been placed in magazines, pins are being distributed. She has also helped with Saturday keynote and an Architecture speaker.
- DONE: pow wow with Trisha, Julia, Phoebe at NEWH headquarters to outline goals for conference
- DONE – Logo and theme selected – Climb on!
- SAVE The Date notification being sent before BDNY
- DONE – sponsorship levels reviewed and ready for BDNY distribution
- Keynotes selected and contracts being finalized
- Becca has provided outline of Scholarship Luncheon

TO BE DONE:

- Create Owners Roundtable list – looking for additions from

chapters

- Denver team working on Presidents Dinner, VIP Reception and Saturday night party
- Key person needed to organize presidents dinner/outreach to Top ID/ Invite timing
- Brand Panel – looking for new concepts to be present
- Need culinary program for Saturday lunch
- Identify person to head up sponsorship outreach
- Unique adventures will be available for manufacturers to organize on Saturday afternoon – from Tea at the Brown palace, to a cannabis tour and other creative adventures – need someone to spearhead outreach. (P/Kaufmann is in!)
- Board Leadership component at Conference? Can Trudy facilitate? Other possible programs?
- @IBOD – have VPs take ownership and have chapters help with implementation of sponsorships and owner/designer recruitment.

LONG TERM GOALS FOR THIS POSITION

- Successful execution of 2017 Leadership Conference

DIGITAL MARKETING

WILLIAM STUART

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.

2016 GOALS

- Continue to improve upon the newh.org website, providing real content and resources to engage and serve our members.
- We will be rolling out an Instagram account for the Inc level, and begin monitoring and engaging #newh and so forth to make the NEWH brand more relevant to a new generation of members
- Continue to develop templates that allow for ease of communication without eliminating the possibility of customization at the chapter level

STEPS TO ACHIEVE GOALS

- Continue to work with web developers on improvements to the website

- Hire a graphic designer to help with the templates
- Designate an account manager for the Instagram account and solicit/regram content from online and chapters

LONG TERM GOALS FOR THIS POSITION

- Create meaningful content that conveys the mission of the organization and encourage new members.

OTHER REPORT ITEMS

- In 2015, we succeeded in refreshing the homepage, improving the navigation on the directory, and updating the leadership conference pages. We also built an ad module for the directory pages that will help generate revenue.

VP/INTERNATIONAL RELATIONS – CANADA

CHRISTINE TUCKER

Job Purpose

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

2016 GOALS

- Expand the NEWH mission Canada-wide, increase the visibility/credibility of NEWH.
- Explore and encourage new Regional Groups in other areas of Canada.
- Pursue interest in Quebec but have language restrictions, keep a look out for leadership in Calgary & Edmonton see if have further interest to support Regional Group.
- Work with NEWH International to maintain structure and best practices for International Chapters working with NEWH Inc. for continued relations that benefit all parties.
- Build on the Networking opportunities throughout Canada and USA.
- Strengthen membership and relationships with US and UK counterparts.
- Continue to work with NEWH in Vancouver; B.C. has been a very strong and positive Regional Group with positive experienced board in place for 2016
- Continued growth with other associations in Canada to expand our membership base.

STEPS TO ACHIEVE GOALS

- Working with committee members in Vancouver Regional Group and Committees – Pleased with growth and dedication from current Regional Members.

- Working with HOST Milan who has expressed interest in our membership and partnering to see
- What we can offer on an International level with Milan, USA and Canada. Meeting in Vegas to
- Discuss options for how to interact to best fit both groups.
- Currently work with all members in Vancouver & Toronto Chapters to assist in facilitating functions and growth for NEWH Canada Inc.
- Work with interested individuals in Winnipeg, Calgary, and Edmonton to see if have enough interested and committed to start Regional Groups. Currently not enough to support.
- Mentor members to move into the International forum and understand Canada and USA format and structures.
- Work with Canadian and US legal to ensure compliance to all Federal concerns of both countries.

LONG TERM GOALS FOR THIS POSITION

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

VP/INTERNATIONAL RELATIONS – UNITED KINGDOM

REBEKAH ELLIS

Job Purpose

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

NO GOALS/REPORTS SUBMITTED IN 2016

PAST PRESIDENT

JULIA MARKS

Job Purpose

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

NO GOALS/REPORTS SUBMITTED IN 2016

EXECUTIVE ADVISOR

HELEN REED

Job Purpose

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

NO GOALS/REPORTS SUBMITTED IN 2016

NEWH AMBASSADORS

MICHELLE FINN/DEBORAH HERMAN/JORDAN MCINTURF/ELIZABETH MOORE/STACY RAUEN/MICHAEL SMITH

Job Purpose

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

NO GOALS/REPORTS SUBMITTED IN 2016

NEWH STAFF

Jena Seibel/Julie Buntrock/Diane Federwitz/Nicole Crawford/Julie Hartmann/Kathy Coughlin/Mary Phalen

2016 BOARDS

Board Changes – Have you recently added a new board member? Has someone left your board? Please alert the NEWH office with any board changes so we can update the database and be sure new individuals are pulled for conference call invites, important board information, and show upon the website in your board roster.

Quarterly Calls – The first round of quarterly discipline calls has taken place with good participation and discussion. Please **encourage all board members to participate in these calls.** There is a wealth of information shared during these calls and so much is learned when you talk to other chapter board members who share your same position. If you are not attending these calls, you are missing out!

Succession planning – Even though actual nominations do not start until August now is the time to be on the lookout for upcoming board members! Look for those members who actively participate in your chapter – who attend events, serve on a committee, etc. Put a bug in their ear early letting them know you think they'd be a perfect addition to your board. Give them time to think about it, invite them to your board meetings or committee meetings to start getting them involved. As board members, show enthusiasm by serving on the board! No one wants to join a board if they hear board members complaining.

Delegate Reports – Do you see a delegate report from your chapter in this packet? If not, be sure your delegates are completing the reports and turning them in by the deadline!

Chapter Minutes – Are you up to date on your chapter minutes? The Secretary's list is in this report. If you are missing any minutes from the first quarter, please send to Kathy at the NEWH, Inc. office

In house Board Training - Is your chapter due for in-house training with your 2017 board? (see the list of board training in this report to see if your chapter is due for in house board training in 2017). Training can take place as early as late September/October! Plan and schedule now before dates fill up! With many industry events coming up and Leadership Conference happening in early 2017, there are limited times available for these so get in your request for dates to jena.seibel@newh.org as soon as possible. Training is scheduled for a 7-hour time period and can be held on a weekend or during the week.

Chapter Business Plan-Presidents and VP's-now is the time to follow up with each of your directors regarding their goals for the year stated in the business plan.

MEMBERSHIP

Stay connected with all your members – whether it's a personal email or phone call - make them feel wanted and important. If they feel connected, they'll be loyal to NEWH!

Dues Renewals - Be in contact with those members whose dues are upcoming – some members don't even realize their dues have lapsed (even though they do receive several email reminders from the NEWH, Inc. office). Let them know the exciting things your chapter is planning in the next several months and that you'd love to see them continue their membership.

New Members – At your event, announce new members who have joined since your last event. Even if the new member is not there, say their name. Many of our members are high profile and announcing those new members at your events positively markets your chapter and shows to those members and potential members that your chapter is growing. One idea - make new members event name tags a bit different – add a star or something to it so other people know they are new joins. This will be an ice-breaker and topic of conversation throughout the event.

Welcome new members on Facebook or include a new member spotlight on your chapter web page (just send information you'd like on your website to Diane at the NEWH, Inc. office).

Member Approvals – Please be sure to approve new applicants in a timely manner and let Kathy know within 30 days and welcome them within a couple days of approval. People are anxious to know that they are approved and look forward to being involved.

EVENTS

Event Calendar Changes – if any of your event dates change, please be sure contact Diane at the NEWH Office to update your website calendar.

Event dates- make sure to check out the industry and other

chapter events calendar on the website (under the events tab) before you book your chapter events to try and avoid duplicate dates especially for fundraisers.

Email Broadcasts - Please be sure to allow two (2) to three (3) days MINIMUM to process your email blast requests. Event broadcasts are done on a first come first serve basis, so if a chapter requests their broadcast in a timely manner, it will be done before any last minute requests. With summer upon us, please watch for any important broadcast scheduling emails regarding staff summer vacations so you can plan your email schedules accordingly.

Programming Cost: Cost of programs should be kept as low as possible. The goal is to cover cost of event with sponsorships and ticket prices. It is important for members as well as non-members to be able to afford to attend these events. If you are lucky enough to have an event that is fully covered by sponsorships, let Members attend free and charge nonmembers \$15 to show member value.

Sponsorships - For fundraising events or limited tickets events especially it is great to allow NEWH Corporate Partners first chance at sponsorship. Please email info to jena.seibel@newh.org and Jena will email it to the contact list of partners. Ideally this is sent out a few days prior to it going to general vendors.

Do you know someone not receiving emails? Let Diane know – she can track the individual email address to be sure it has not bounce or been unsubscribed.

NEWH Regional Tradeshows-We are starting to book dates for the 2017 Regional Tradeshows. It will be an exciting and busy year of shows!

SCHOLARSHIP

- **Scholarship applications:** Connect with students/educators when the best time is for students to receive scholarship funds. Collaborate with student IIDA or other student groups/chapters to post scholarship flyers/applications. Hold a student day at the college. Connect with and invite to educators to your events.
- **Engaging students:** Invite students to volunteer by checking in attendees at your event. Involve students in your fundraisers, or ask them to serve on a committee. Connect with past scholarship recipients. Engage a mentor to shadow with students at events; introduce them to your membership. Students and full-time educational professionals can join NEWH for free. Students may also apply for any of the NEWH, Inc. scholarships such as, ICON, Clifford R. Tuttle, Sustainable Hospitality Design Competition, etc.
- **Awarding scholarships:** Among the other scholarship criteria requirements, the student must have current or upcoming debt through their school for tuition, books or supplies at the time of the scholarship award. Ensure your scholarship recipients are pursuing a career objective in a hospitality field. Scholarship check must be made payable to the college (Scholarship Director must call the college to obtain correct mailing information, etc.) and mail to the college; any unused funds are returned to NEWH. Checks cannot be made payable to a student. Fundraising dollars raised this year will be applied to the following year's scholarships. Awarded scholarships should not exceed 50% of the scholarship account.
- **Leadership Conference:** Put costs in your budget now, plan to send at least 2 students/past recipients to NEWH Leadership Conference. Chapters may use Admin' or Scholarship funds to pay for student travel, lodging and conference pass but this must be in your 2016 budget. Give your involved students a boost to "get" NEWH and further

their education and industry connections.

WEBSITE/SOSICAL MEDIA

Look at your Chapter Page on the NEWH website – this is the first thing potential members see when clicking on your chapter – does it pull you in? Are you getting their attention? Does it need updated pictures or text? Are you sharing chapter successes/event recaps or upcoming events? Are you highlighting new members, or an active volunteer member? Are you thanking your event sponsors? Let us know what you would like and we can help you update!

Social Media Update –

Facebook: Each chapter has their own Facebook page that is linked to the NEWH Twitter account. When you post on FB, it is automatically tweeted. Please be proactive and keep your FB current with chapter happenings.

Instagram: If your chapter has an Instagram account, let Diane know your account name/password. She can add the Instagram link to the bottom of your email broadcasts.

LinkedIn: Chapters can establish their own LinkedIn account. Please send admin access to NEWH, Inc. office to have on file in an event the chapter admin is unavailable/unreachable.

Twitter: NEWH Inc. has one main Twitter account. The Twitter account is linked to all our chapter Facebook pages, so as event notices are broadcasted out, they are automatically posted on chapters' Facebook pages which are then linked to the one NEWH, Inc. Twitter account and tweeted. All Facebook posts are automatically tweeted to the NEWH Inc. Twitter account so please put your chapter name in any Facebook posts you make (i.e. 'NEWH/San Francisco thanks its event sponsors') so those following the NEWH Twitter account know which chapter the tweet is for (i.e. do not just post 'come to our event').

FINANCE

- **1st Enterprise Bank**
 - EFT transfers are done to reimburse for membership dues quarterly.
 - EFT event reimbursements within 30 days of the event.
 - NEWH, Inc. Chapter credit card can be utilized by all Chapters for down payments, invoice processing etc. (Request should be made **5 days** prior to the date due).
- **GoPayment Readers**
 - Makes onsite transactions run much smoother.
 - **Guarantees receipt of funds.**
 - Items lists can be created to save on typing in the memo description. Contact Julie Buntrock for assistance in development.
 - Chapters can run credit cards for sponsorships.
 - Very important to fill in **BOTH memo fields** – alleviates unidentified funds and will help your participant identify what the charge was for.
- **QuickBooks Online**
 - Easy way to stay on top of your Chapter Finances.
 - Hand written checks and deposits should be entered into QuickBooks right away as this is a live stream of information.

Deposits –

- Sending the deposit to NEWH, Inc., NO CASH should be sent. We suggest having 2 people count the money and either write out a personal check or get a cashier's check.
- Remote Business Deposit electronically deposits checks for same day credits.
- Mailing a deposit directly to the bank, make copies of checks you are depositing for your backup.

- **NEWH, Inc. Acting as Chapter Treasurer**

- All Chapter Events must have an online RSVP.
- All check remittance must come to the NEWH, Inc. office for deposit.
- All onsite transactions must be processed with the GoPayment reader at the event.

- **Chapter Statement & Financial Reports**

- Bank statements are scanned and emailed to whole Chapter Board monthly (NEWH, Inc. receives them mid-month).
- Financial reports are emailed to whole Chapter Board after the monthly statement has been reconciled.
- Accounting is Cash Basis (fiscal year).
- Inquiries regarding the statements or report – please contact the NEWH, Inc. office.

- **Chapter Budgets**

- Regularly compare your budgetary figures to your actual financial activities.
- Monitoring the budget will keep you financially stable. These figures should sync with all event budgets.
- Have budget handy at monthly board meetings.

- **Miscellaneous**

- Chapters may not have a credit or debit card.
- Membership Dues are ONLY collected by NEWH, Inc.
- Credit Card Processing via NEWH, Inc. Office - 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.
- **Results of Activity Reports (Programming and Fundraising Events):** Must be returned to Julie Buntrock or Julie Hartmann within 45 days post event date.

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 – Kathy Coughlin
- Membership – Diane Federwitz or Kathy Coughlin
- Scholarship/Education – Nicole Crawford
- Programming/Fundraising – Diane Federwitz; Event RSVPs – Julie Hartmann
- Regional Tradeshow/Corporate Partners – Jena Seibel or Mary Phalen
- Sustainability – Nicole Crawford
- Website/Newsletters – Diane Federwitz
- Other questions – just call, we would be glad to help

CHAPTER REPORTS

ARIZONA

Shannon Vance, delegate

chartered May 5, 1995

MEMBERSHIP

(Rachel Volk)

Our Membership Event on February 18, 2016 was hosted by our corporate members' Bar Napkin Productions. Held at their panoramic penthouse office suite, we had a fabulous turnout of 50 people. We have had several new members as well as renewals since the beginning of the year.

PROGRAMMING

(Katie Byrnes)

The Arizona Chapter 2016 Calendar:

- January - Board Dinner
- February - Membership Event
- March - Plant Tour or Sundowner
- April - Dining Under the Stars Fundraiser
- May - HD Sundowner
- June - Harkins Tour
- July - ICM Clothing Bank Philanthropy Event
- August - Applied Textiles CEU
- September - Sundowner
- October - 9 & Wine Golf Tournament Fundraiser
- November - Holiday Sundowner
- December - Christmas for the Troops Charity Event

SCHOLARSHIP

ATLANTA

Kelly Bowen & Tony Lopez, delegates

chartered May 5, 2995

MEMBERSHIP

- One of my goals for the 2016 year is to work closely with our Membership Director to increase our member base. We have a great collection of design, purchasing, Brand, & management companies and we should be busting at the seams with members.
- A goal is to make our networking events more inviting to attract a large number of prospective members who will ultimately join.
- Seek out ideas from other VP's pf Dev to secure innovative ways to add value to existing and new members.

PROGRAMMING

- 2016 goal is to add new and different types of events for our members.
- Goal is to add CEU events to calendar.
- Create events during non-fundraising events that will add new member interest.

SCHOLARSHIP

- The following comments submitted at the previous IBOD, still apply. I will add that we have our first School Presentation scheduled at GA Southern.
- Increase student applications through school visits and presentations
- Increase overall student/ professor awareness and participation in national scholarships not just chapter wide scholarships
- Mentor students on the chapter level and introduce them to leaders in our industry

FUNDRAISING

CHICAGO

Jen Conley & Katie Popp, delegates

chartered August 12, 1991

MEMBERSHIP

In Q1 we had 20 new members voted in and 42 student members. We were really excited to have so many new student members this quarter.

PROGRAMMING

(Kristin Wolfe)

The NEWH/Arizona chapter will be awarding \$5,000 in scholarships in May. Applications are currently out at our participating colleges and are due in late April.

FUNDRAISING

(Available)

We are currently in the final planning and ticket sales stage of our upcoming Wine and Dine Fundraiser which will take place on April 20th and will feature appetizers prepared by our Culinary Student Members. After this event wraps up, we will begin working on our annual NEWH 9 & Wine Golf Tournament Fundraiser to be held this fall, in October

OTHER CHAPTER HIGHLIGHTS

The Arizona NEWH Chapter had its biannual training with NEWH, Inc. This training was very informative as we learned how to grow our chapter to make it become more successful.

ISSUES CHAPTER WOULD LIKE HELP

We still seem to be having some issues with NEWH, Inc emails not being received by all members of our chapter.

Staff Note: If you know of someone not receiving emails let Diane know as soon as possible – she can track the individual email address to be sure it has not bounced or been unsubscribed.

- Goal is to make our # 1 fundraiser, the golf event, even better than in 2015 to attract a larger field which equates to more scholarship \$'s.
- Goal is to make fundraising events more profitable to best 2015's \$20,000 numbers.
- Seek out ideas from other chapters to make our events more attractive to members.

OTHER CHAPTER HIGHLIGHTS

- We are having our first Bowling Committee Meeting on 3-30-16
- We have selected the AC Marriott Phipps Plaza as our Hotel Tour for September
- We are submitting images and information to be highlighted in the next NEWH National Magazine

ISSUES YOUR CHAPTER WOULD LIKE HELP WITH

- Bring value to members

Staff Note: please see the Member Benefit document which may help. It can be found in Board Resources – Membership folder on the website - http://www.newh.org/wp-content/uploads/BoardResources/Membership/MemberBenefits_ch_eatsheet.pdf. Utilize Scholarship PowerPoint at school visits, it explains benefits of scholarship, membership and NEWH, Inc. scholarships go to Board Resources-Scholarship folder on the website - http://www.newh.org/wp-content/uploads/BoardResources/Membership/MemberBenefits_ch_eatsheet.pdf

due by Friday, September 9. The amount allocated to give away this year is \$40,000 and our chapter will follow National's direction of all scholarship amounts being no less than \$2,500. The recipients will be selected in September and announced at our fundraising event that is held in early October.

FUNDRAISING

The annual Kingpin fundraising event was held on April 7. The lanes sold out in less than a week and over 230 people were in attendance. The next fundraising event will be held on July 28 at the Fremont in

Chicago and there is already planning underway for our third fundraising event, Bootleggers, which will be held in October.

COMMUNITY SERVICE

NEWH Chicago has partnered with Contract Alliance, Marquis Seating and Valley Forge Fabrics in collaboration with Rebuilding Together to make improvements on a home in the Chicago neighbourhood of Austin. This day of volunteer work took place on April 30. The website link to this organization is: <http://www.rebuildingtogether-chi.com/rebuilding-day/>

DALLAS

Jodi Johnson & Leslie Wynne, delegates

The NEWH Dallas chapter has kicked off the 25th Anniversary year with a great start! We had a wonderful tour of a one of the newest hip restaurants and patio bars led by our programming team and the designers from Harwood that walked us through how their vision became a reality. We also recently participated in a 5K run and had a beautiful turnout for our Membership drive at Top Golf which brought in a fantastic 25 new members. It was a wonderful time and we look forward to continuing with a great year!

MEMBERSHIP

- The Membership Director and Chair has been focusing not only on increasing our general membership, but has already increased our Business Chapter level. The goal is to begin approaching design firms and showrooms to take advantage of this level.
- The Board Buddy program has continued to be a great tool for Board Members to help new members navigate NEWH and all we have to offer. This program has been updated and revamped within the past few months to help ensure we, as a board, have not let anyone slip through the cracks.
- We still maintain a very strong presence at the universities in our territory and continually are pleased to see an increase in our student level memberships. We recently completed a school visit to El Centro and received around 15 new student members along with



PROGRAMMING

- The Director and Chair have put forth a very complete and aggressive programming schedule for 2016. We kicked off the first of the year at a new establishment in the Uptown area called the Happiest Hour. We also had over 40 participants in a walk/run 5K throughout downtown Dallas in February. We have a hotel tour coming up in April where the design firm will be giving tours to explain how all the design decisions and hurdles were made along with having manufacturers who were involved in the project to sponsor the event.
- After receiving feedback from attendees throughout the year, the Toasting Tuesdays will occur only twice during 2016.
- Our programming events continue to have a nice balance of designers/purchasing agents and reps/manufacturers, yet we are still working on getting more ownership groups along with principals to our events.
- Discussions continue about the possibility of offering CEUs during a programming event (paid by sponsors/manufacturers).

chartered August 12, 1991

However, as a board, we need to ensure we continue to be inclusive and not exclusive such as IIDA and ASID. The offering of CEUs may occur during our RTS in October or during a summer event to get better attendance.



SCHOLARSHIP

- Applications were sent out mid-December and they were extended by a few weeks due to Spring Break.
- Once again, the goal is to receive quality applications of candidates instead of focusing on quantity since we are always pulling teeth to get more applicants to sign up.
- The Director and Chair have established dates for deadlines of applications, first reading of the essays, and personal interviews of potential candidates. This will all happen during the month of April so the recipients can receive their scholarships before the end of the school year. This scholarship committee has already been formed and will be taking advantage of the younger new board members to be involved.
- The amount of scholarship funds will be recommended by the Director and Chair and voted on during our April meeting. The Dallas chapter continues to have a very healthy scholarship budget and will more than likely continue to offer a total of \$30,000, yet since this is our 25th year anniversary we may do a higher amount. (Always need to keep \$\$ back for a very rainy day).
- Once again, the Scholarship Dinner with recognition will be held in conjunction with the Life of Design Fundraising event on Friday October 28th, the day after the RTS to help keep regional sales managers in town to raise additional money.

FUNDRAISING

- Due to the departure of our expected Director of Fundraising, one of our senior members of the board moved into that position. We are also pleased to have a new member to the board serving as the Chair. Both the Director and Chair appreciate the importance of our LoD event and are looking forward to maintaining the level achieved over the past 5 years. Both of them will work extremely close with their respective VP.
- The LoD event will be held in conjunction with our RTS on Friday October 28th.
- The Director and Chair will be researching and revamping our LoD event to be relevant and attract ALL types of guests....principals, designers, manufacturers, sales reps, students, owners.....
- The venue has been nailed down, yet not revealed at this time. The Director and Chair have decided to not move forward with the chair competition this year as the designers are in need of a break. The committee will help to create more local items to action off along with items from the RTS instead to raise additional money.



The committee is also meeting this week to pin down the sponsorship levels so we can capitalize on getting sponsors during HD Vegas. More to Come!

NEXT & NOW

- Our Next and Now event will take place in April of 2016. This will be the 5th year this program has been offered to students.
- The event will once again consist of a panel discussion, portfolio review, and mock interviews.
- After feedback from principals, interviewers, and students, the event will be scaled back to offer quality information and time.
- The focus will continue to be on the portfolio review and mock interviews. Students seemed to want constructive feedback more than anything else.
- Interviewing skills, how to dress.....will still be provided at the beginning of the program.
- Feedback from the Chair and Advisor of 2015 is to cut out printing material and offer all information on a thumb drive.

MARKETING

- The Dallas Chapter is pleased to have an amazing new Director of Marketing who has confirmed dates with each discipline to ensure deadlines/timeframes are met for "Save the Dates", Invitations, calendars, etc.
- Branding is a critical component for the 2016 Dallas Chapter (especially the President).
- Our marketing Director and Chairs will be responsible for maintaining the consistency and continuity of the NEWH brand. YES....NEWH is a brand!

- The Marketing Director and Chairs will be increasing exposure on all social media avenues to help promote NEWH.
- Random members/new members will be featured on the Dallas page, Facebook page, Instagram (and whatever the newest app is) along with monthly board member overviews.
- Sponsors of all events will be recognized on all social media outlets before and after each event.

MENTORING

- Directors will begin (officially) to mentor the Chair of their discipline.
- Board Members will have the opportunity to mentor up to 2 students from our universities who show promise as leaders in the hospitality community.
- Past Presidents will be offered the opportunity to mentor current sitting Directors and/or new designers within our community.

LAST BUT NOT LEAST

The NEWH Dallas Chapter will be celebrating 25 years throughout the entire 2016 calendar year. And a celebration it will be. And why not? Over the past 25 years, the Dallas chapter has gone through its ups and downs. With the guidance from INC and commitment of Board Members at the local level, the Dallas chapter has evolved into what it is right now! Our chapter has had some great leaders over the past several years who have helped pave the way for not only the present, but also the future. Our Dallas hospitality community is fortunate to be comprised of past, present, and future members of NEWH who continually participate.

HOUSTON

Toby Artman & Kacey Sharp, delegates

chartered February 17,1992

NO REPORT SUBMITTED

LAS VEGAS

Rachel Daus & Heather Lloyd, delegates

chartered March 26,1991

NO REPORTS SUBMITTED IN 2016.

LOS ANGELES

Tammy Adams, & Jonathan Kaler, delegates

founded October 1984

NO REPORTS SUBMITTED IN 2016.

NEW ENGLAND

Beth Doehner, Steering Committee Chair

(originally chartered November 4, 1992)

NO REPORTS SUBMITTED IN 2016

NEW YORK

Morgan Brody & Lauren Ritter, delegates

chartered July 23, 1991

NO REPORTS SUBMITTED IN 2016

NORTH CAROLINA REGIONAL

Karen Appert, Steering Committee Chair

NO REPORT SUBMITTED

NORTH CENTRAL

Westin Hammerstrom & Annette Lucille, delegates

chartered December 11, 2000

MEMBERSHIP

- Job Purpose: Maintain and grow the number of industry professionals, and students, who have memberships in the North Central Chapter of NEWH.
- 2016 Goals: Maintain all current members through their membership renewals. Add an additional 12 members to the chapter

- Steps to Achieve Goals: Reach out to members as their memberships are set to renew. Promote NEWH membership to designers during my sales meetings. Bring a non-member to a NEWH event. Host a wonderfully fun Membership Drive to encourage non-members to join!
- Long Term Goals: Build relationship within NEWH that encourage other members to promote NEWH on their own. Have a

consistently awesome Membership Drive over my 2 years to make that a star event known to even non-members

- Current Membership Totals:
Associate: 2, Chapter Business Courtesy Member: 10, Chapter Business Member: 8, Chapter Level Business: 5, Corporate Partner Courtesy Member: 7, Corporate Partner Member: 1, Education Professional: 17, General: 49, Honorary: 1, Retired: 1, Student: 172
Grand Total: 273

PROGRAMMING

The 2015 year was a year of growth for the programming position. The North Central chapter held a few successful events throughout the year, but none more successful than "In the Spirit" held at the end of December. The inaugural In the Spirit event brought together culinary arts, professional designers, and student scholarship award winners, all for an interdisciplinary professional affair. By popular demand, we will look to continue this event for years to come, thanking our sponsors and members alike.

SCHOLARSHIP

- We plan to have our Scholarship Launch early fall, when most colleges resumes are submitted.
- We will be offering to send the 2016 scholarship winner to attend the In The Spirit event. Budgeting has been established to support this.
- Will continue to build relationships with student members within our regions colleges.
- Will continue to promote and market these student events more to gain more visibility for our chapter, and the importance of students engaging in our chapter.

TREASURER

- We are in the black for both our Admin and Scholarship Accounts with healthy amounts to move forward with creating Chapter Budget for 2016
- We have our 2016 Budget completed and are looking forward to our events we have planned in the coming year.
- We have had full sponsorship of all events thus far this year and are hoping to continue this trend again in 2016 with continued growth and support for our local NEWH chapter.

SUSTAINABILITY

As the local Sustainability Director it is my goal to bring a level of "sustainable awareness" to as many designers and events as possible. It's important for our industry to be aware of our impacts both environmentally and economically. The hospitality designers and architects have always brought their own level sustainability to the table, but as more and more consumers become aware of their own footprint sustainability is not only encouraged it's becoming necessary.

By showing that NEWH is aware of this lifestyle shift we are able to promote ourselves as industry leaders. I personally try to achieve this by combining discussions and actions. Whenever possible I think it's good practice to discuss new products or ideas that go the extra step to preserve resources. It's also important to practice what you preach! In my own daily life I do my best to be a positive example, such as not using paper plates for lunch presentations. Doing this shows intent, most often causes someone to comment, and then gives me an opportunity to talk about my role as Sustainability Director for the local NEWH chapter. As a board member it's equally important to promote my cause and it is to promote my chapter.

PUBLICATIONS

The spring 2016 newsletter went out week of 4/1. The format of the newsletter was updated to include elements from our new marketing graphics package. The next newsletter (June) will highlight

one of the Top ID firms from 2015. An ongoing goal for publications is to expand the 'What's New' section of the newsletter to include more information and photos on new hospitality projects in the area. The newsletter look may be further revised pending communication with the marketing director to help establish our overall North Central brand.

SECRETARY

As the new NEWH North Central secretary (Lindsay Tomski) for the 2016-2017 term, I intend to record, document, and organize the chapter activities in order to provide a historical source of knowledge for board members in the immediate and long term future. I will also actively encourage the NEWH Mission by participating and promoting networking opportunities and organized events that result in more scholarship, education leadership, and business development in the hospitality industry.

In addition to performing my major responsibilities as secretary that include but are not limited to attending all board meetings, taking notes, recording motions, performing roll call, and submitting meeting minutes, I will also ensure I have extensive knowledge about the by-laws and regulations for NEWH meetings so that I may act as a knowledge resource for my board member peers. This will ensure we are acting in compliance with the nationally established NEWH rules and regulations.

If desired by the rest of the board members and chapter leaders, I will also generate and share additional data compilation graphics and documentation resources that visually compile, organize, and clearly present both historical goals achieved and future goals generated as a progress report. Data organization compiled in this fashion could also help to represent and North Central achievements and goals to industry contacts and perspective North Central participants.

VICE PRESIDENT/DEVELOPMENT

- **2016 Goals**
 - Create NEWH Inc. Blog with a focus on International Hospitality.
 - Develop relationships between each respective Chapter + Education Establishments.
- **Steps to Achieve Goals**
 - Meet with Shelia via phone to begin initial brainstorming/explore opportunity 12/22 Tuesday.
 - Create an outline platform: i.e. Greeting Gestures, Cultural Nuances, Dining Experience, and Hotel Brands within the Featured Country, etc.
 - Plan a schedule to rotate the responsibility amongst the 25 Chapters within NEWH, so that each features two countries per year.
 - Explore Deployment/Timeline upon approval.
- **Long Term Goals for This Position**
 - Establish NEWH Inc. Blog + enhance the educational aspect to participate on an International Platform.
 - Develop stronger relationships with the respective schools in community with our chapters, especially International Students.
- **Other Report Items**
 - Explore Sponsorship Opportunities for NEWH Central i.e. location, monetary funds, donations, etc. .

CHAPTER QUESTIONS

- None at this time.

NORTHWEST

Cheri Bargen & Sophia Nguyen

chartered March 23, 1995

MEMBERSHIP

Lanette Allen

As the new membership director this year I have been coordinating with our Education chair for the membership drives. January for Seattle and February for Portland. Continuously spreading the word for membership opportunities to fellow reps, students, and hospitality designers.

PROGRAMMING

Paula Tridle/Renee Herron

One of our many goals for 2016 is to be sure all of our events feature high content programs about our industry and offer educational value to our members and guests. We want to diversify our membership within different facets of the industry and will strive to create events that will bring in outside non-members. Not just to get them to attend our events, but to see the value in being a member and get them to join our Chapter. We can do this by creating unique events that take consideration of all lessons learned/best practices we've been fine-tuning over the years. We will create a standard checklist for all heads of events to use as their guide to streamline the process and account for all details, when they should be accounted for. Our team, will be just that – working as a team to make sure no one person gets all responsibilities on their plate, which we will prohibit by our new policy of having the Committees related to each event, head up “their event” for the year. We do not want to bog down our Chapter with too many commitments and would rather focus the energy on quality events, and leave some space for enthusiasm and participation to be put towards Student Pizza Party Events, University Visits and Community Service Events. We will improve the process for the successful use of the Intuit gopayment app and ensure the event banners will be present at every event.

FUNDRAISING

Sophia Nguyen

This year we have taken the approach to combine our Fundraising and Scholarship event: Savor Uncorked. We are hoping that by doing so, we find balance between the two main events. Our desire is to give the scholarship recipients the recognition and attention they deserve, at the same time, provide a fun element to the event so people will have a good time. Awarding the scholarships is important yet not quite a “feature” that draws our chapter membership to attend. We are hosting “icons” in our industry and in our local area to the event to diversify the attendees; in addition, we are trying a live auction for the first time! Live auctions are always fun and get the audience engaged (especially with our anticipated comedic duo of auctioneers), everyone will have a good time and that will be our fun feature for the event. “Less is more” is the motto for this year’s event as there will be enough challenges combining two very important events. We are hoping to simplify the event to what this event is really all about; raising money for student scholarships and awarding those scholarships. Savor Uncorked will be held at The Foundry in Seattle on July 14th, 2016.

SCHOLARSHIP

Denise Corso

Our goal for 2016 is to give away \$25,000 in scholarships. One \$10,000 scholarship will be awarded, and 3 to 4 others in varying amounts. The minimum award amount is \$2,500.

The scholarship opened February 18th, 2016. The deadline for submissions is April 18th, 2016. A committee has been formed to inform students of the scholarship opportunity. We are visiting local schools in person, and reaching out via e-mail and phone to the

professor liaisons at outlying schools. Reminder e-blasts are scheduled for March 21, 2016 and April 4, 2016.

The scholarship committee is working with the fundraising committee to combine the scholarship awards event with our Savor Uncorked fundraising event to be held July 14th, 2016.

GRAPHICS

Katy Clark

This first quarter our marketing team has been busy with graphic and marketing support for (4) events; as well as working to develop a useable living calendar, revamping our administration organization and fine tuning a detailed presentation to share with the rest of the board on how to best work with Marketing in order to ensure a smooth and more successful event. Our Web and Publications chairs are also looking into various formats and time frames for various proposed marketing campaigns (i.e. Short video interviews with local NEWH members about how and why they choose NEWH) in order to help drive traffic to our Facebook and Website pages. Moving forward our Web Chair would also like to move forward with researching the pros and cons of our chapter developing a Snap Chat account as well, again to drive interest and appeal to a younger, more tech savvy and connected community.

We have really found that approaching this year with more organization, most notably by utilizing a shared calendar with key Event dates and inputting milestone deadlines for marketing campaigns (i.e. When email blasts need to be sent to Inc in order to get out to our audience on our target date) has been most helpful and a huge improvement over years past. We have been able to really invest more thought into advertising and campaigning, and been able to schedule graphic duties much more effectively.

CHAPTER HIGHLIGHTS

This year we have already started our succession planning amongst our teams and committees which will be a big help come 3rd and 4th quarter when these decisions need to be made. We also hosted a board retreat in January which not only made us closer as friends and board members but was effective in helping us achieve a great working process for our board meetings and dealing with issues, action items etc. both in board meetings and in our committees and teams. We also all took a personality test and were able to share what those were on the first night of the retreat, surprisingly or not, we have a majority of “Consuls” on our board

ISSUES CHAPTER WOULD LIKE HELP WITH

We understand the need to stay informed and connected with all chapters on the INC level but we would like to explore other possibilities of the Board Report methods. They seem redundant and at times just another task to get accomplished. What is the difference between the board reports and the Business Plan that is also submitted? Is there a better way we can be updating INC and handling questions and issues from chapter to chapter?

Staff Note: The Business Plan for the chapter submitted at the beginning of the year is to provide the chapter with overall goals and a unified chapter plan for the year. Each director provides his/her goals and the President and VP's should touch base with each director several times a year to look at these goals. Accomplishing his/her own goals will help that person feel successful in their board position. The Board report submitted three times a year for the IBOD meetings is a time to recap what has actually occurred since the last IBOD meeting. Time to brag about great events you had or tweaks you made to an event to make it great. As this report is sent to all board members, they are

encouraged to scroll through to look for ideas and suggestions for events within their own chapters.

The Business Plan is the Chapter Road Map ... the Board Report is a recap of your journey.

PHILADELPHIA/ATLANTIC CITY

Bruce Heins & Kristin O'Bara, delegates

September 9, 2008

MEMBERSHIP

- Currently we have 75 active members for our Chapter as of March, 2016. This number is down from a total of 82 members reported in our December report.
- We noticed an increase in lapsed memberships recently and are currently looking at different ways to get current members to renew their chapter memberships.
- Jim Lyons, Membership Chair, continued to increase chapter membership during his calls on design firms throughout the Philadelphia area. He has continued to help potential new chapter NEWH members through the application process and be a point of contact as they become active in the chapter. This approach has been working really well with getting new members at our events.
- At the March, 2016 Board Meeting it was discussed to implement a "buddy system" for new chapter members. The idea came about as an extension to Jim being a point of contact for new members. Now we want to have a board member teamed up with a new chapter member as a point of contact for upcoming events.

PROGRAMMING

- Events for 2016 have been planned by Sarah Waple our Programming Chair (2016) with careful consideration for other events going on within the design community and the area in general. 2016's events are scheduled with repetition- such as Thirsty Thursdays held the first Thursday of each month; third Thursday of each month will be an event/tour; and board meetings will be the last Tuesday of every month. The idea behind this repetition is to make it easy for chapter members to remember when an event is taking place in hopes to boost participation.
- 2016's event have been at local breweries, restaurants, historic locations and included tours of facilities, networking and seeing the design work of local design firms and vendors. We have seen a mixed response to the events, but the repetition of events on certain dates has helped with attendance at these events.
- For 2016 we are moving the Annual Scholarship Fundraiser from October to December this year. The fundraiser will be in Philadelphia and is being planned by Sarah Waple and Anne White. This year's fundraiser will be similar to 'Show Me Your Shoes' with a local Philadelphia twist. Anne has already started reaching out to potential event sponsors, including securing a \$10,000.00 event sponsorship from Brizo. Besides securing sponsors ahead of the annual fundraiser, Anne has reached out to potential team participants and is getting some great feedback. Planning ahead with potential funds and teams in place is providing a clearer view of the costs, teams, and expectations of the Annual Fundraiser will entail.
- The 2015 Chapter board held its last board meeting in December, 2015 and invited the 2016 board members to the meeting. This has become a tradition with NEWH AC/Philly as a way to familiarize new board members and send off exiting board members with meeting, dinner and conversing. At the end of 2015, Maureen Rothman, of Rothman Associate, Inc left the board after 10 years of service. We thank you Maureen for all your hard work and dedication to NEWH AC/Philly from the very beginning to present day!
- 2016 Board Members will participate in an on-line board training the first quarter of 2016 to stay up to date with our positions' responsibilities. Date for the training will be determined in the near future.

SCHOLARSHIP

- Megan Shaughnessy-Fitzpatrick, Arc-Com, our Scholarship Chair for 2016 has been busy planning how to tackle the task of Scholarship Awards this year. She has attended NEWH Inc conference calls, spoken with past scholarship chair position holders and the board about the best practices for enticing students in our area to apply for our annual scholarships. We are looking at a similar goal of scholarship awards monies as in 2015.
- This year Megan has the following goals:
 - Get the word out to the students ahead of time what the scholarship amounts will be.
 - Receive completed applications from students before the due date
 - Potentially receive better quality applications
 - Reach out directly to key contacts at local schools to get the word out about our annual scholarship awards and NEWH
 - Again this year we will promote FREE student and educator memberships while promoting the 2016 scholarship award applications
- In 2015 we distributed \$10,000.00 in Scholarship Award monies to: Rebecca Krick, Temple University-\$5,000.00; Maria Perocco, Drexel University- \$3,000.00; and Daniel Jarosz, Widener University-\$2,000.00.
- We will continue to work on acknowledging our sponsors and scholarship winners throughout the year at events and in social media.

FUNDRAISING

- Annual Chapter Sponsorships were done by Kristen O'Bara this year via emails, social media and direct marketing. We started soliciting chapter sponsorships again in December 2015 in order to make it into 2016 budgets. This approach worked really well with getting some chapter sponsorship monies before 2016 even started. We did extend the deadline to get sponsorship monies into the middle of February, 2016 and still received some funds in March, 2016.
- The 2016 Annual Scholarship Fundraiser is currently being planned carefully by Anne White, Darroff Design, to make the most out of the budget and sponsorship monies we have for the event. Careful consideration to create an event that will showcase the culture of Philadelphia while being profitable and well attended are some of Anne's current goals. New ideas about the space in which to hold the event, marketing for event sponsorship monies and team members, activities during the fundraiser, and cost planning are all going into this event to make it our best fundraiser yet. Stay tuned for more details!

SECRETARY

- Shannon Pringle, Meyer Design Inc, has been keeping all board members up to date with the latest board happenings in her meeting notes.

TREASURER

- Courtney, DAS Architects, has been working closely with all board members to complete budget, answer inquiries about account balances and general financial plans for 2016 in our chapter.
- Karen Pelzer has been helping Courtney with the budget and business plan for 2016.

SOCIAL MEDIA/ MARKETING

- Social Media and Marketing positions have been filled by Christina Mecca, Acrus Design Group, and Kristen Berman, MADE LLC, respectfully. These two ladies have been working diligently to get NEWH AC/Philly noticed in social media and boost event attendance.

- A chapter Instagram account has been added to NEWH AC/Philadelphia's social media outlets and has been well received by local industry members.
- A marketing and social media plan has been created for each event to maximize visibility and entice potential participants.
- Our event flyer design has been changing slightly in order keep the attention of our audience.
- The development of a quarterly newsletter is in the works as well.

NEWS

- NEWH AC/Philly secured three (3) high profile design firms in the Philadelphia Area to represent the chapter in 2016 TOP ID. These design firms are:
 - -BLT Architects
 - -Darroff Design
 - -DAS Architects
 NEWH has been making it a point to showcase the work of the TOP ID firms by touring recently completed projects and inviting members of the design firm that created such wonderful spaces to lead the tours.
- Nicole Marengo came back on the board to be our 2016 Community Service Chair.
- Bruce Heins, Heins Marketing, attended the January IBOD meeting in Atlanta, GA to represent NEWH AC/Philly.

ISSUES THAT CHAPTER WOULD LIKE HELP WITH

- Thoughts about Facebook's boost posts? Have other chapter's seen an interest in events by using this added feature on Facebook?

Staff Note: Though we are not aware of any chapters that have done this, NEWH, Inc. has done this for certain major events. If your chapter is interested in doing a Facebook boost post for an event, the chapter can reimburse the person putting it on his/her credit card. If you'd like a boost for a major chapter fundraising event, the NEWH office can help and would then invoice the chapter for the expense.

- Is it possible to change when we give out our chapter scholarships? Is there one time of year that other chapter's find they receive more interest from students than others?

Staff Note: Chapters select their release and deadline dates for scholarship. Discuss with students and educators in your area when the best time would be for funds to arrive at school. Typically, students' request funds to arrive at their school in July/August for fall/winter tuition or in October/November for winter/spring tuition. Once you choose a date the money has to be at the school, work back the process to determine when you have to start contacting the schools. Join the quarterly education discipline calls to share ideas, next call is June 21st.

PITTSBURGH REGIONAL

Dina Caruso, Steering Committee Chair

NO REPORTS SUBMITTED IN 2016

ROCKY MOUNTAIN

Ellen Armer & Chelsea Lawrence, delegates

chartered December 2, 1991

MEMBERSHIP

- We will continue to work on growing our membership at each of our chapter and networking events throughout the upcoming year by focusing on the purpose and roles of our Hospitality Chair to make a special effort to both reach out to new members, and also maintain existing members' involvement.
- We will continue our "buddy program" to pair a board member with each new chapter member in order to help new members feel welcomed and immediately integrated into our chapter.
- We have integrated a gift membership into our overall Sponsorship Menu levels (with the sponsoring vendor selecting both their guests and the gift membership recipient).
- We hope to expand our membership base by focusing on Chapter marketing efforts and creating a task force of marketing via print and social media. This will add an exciting and relevant aspect to our Chapter that we foresee engaging our current and new members through the coming year and beyond.
- We will participate in other professional organizations' and non-profits' community events to make our Chapter present and increase NEWH awareness and membership.
- We will continue to reiterate to the board the critical importance of high-quality program content to attract designers, architects, etc.

PROGRAMMING

- We plan to continue our strong programming for the entirety of 2015, updating as we are able to firm up dates and adding events. Please see attached calendar for 2015, revised to reflect our current plans.
- We also plan to utilize feedback from our member survey and aim to plan more tours, panel discussions, etc.
- We are also working with a local student group to participate in a round table panel discussion event at Colorado State University.

SCHOLARSHIP

- Our board recently reviewed and voted on our scholarship applicants in order to advance the top 5 candidates to the next round for an interview process. Our Scholarship Chair has

contacted those moving forward.

- Rocky Mountain Chapter Scholarship – Remaining Timeline:
 - April 7th: Scholarship interviews conducted from 12-5pm
 - April 11th: Notify applicants and winning recipients
 - April 28th: Scholarship Event - Haute Seat
- Our Scholarship Chair, Narisara, has been working with an upcoming and involved NEWH member on training and learning the ropes through this year's scholarship process. The hope is that she will continue on by joining the 2017 Rocky Mountain Board as our new Scholarship Chair.

FUNDRAISING

- We have recently finalized and distributed an Annual Sponsorship Menu for our main events. This will allow sponsors to plan ahead and budget for the upcoming year, and encourage early commitment to sponsorships. We plan to use this year as a pilot test run of the success of the newly developed Sponsorship Menu, and hope to only strengthen it moving forward in order to provide this on an annual basis. We also see this as opportunity to increase event awareness by highlighting and marketing our most popular recurring events.

OTHER CHAPTER HIGHLIGHTS

- We are working to strengthen our chapter's internet/social media presence.
 - We will continue our quarterly newsletters that highlight our chapter's events and members.
 - Our Chapter Board will pursue a variety of social media platforms to reach out to our community. For example, we will establish an Instagram hashtag for our chapter and individual events to encourage members and attendees to participate in building the Chapter's community.
 - We will offer social media-specific benefits in our Sponsorship Menu.
 - We will create printed media that falls in line with our digitally distributed marketing to hand out as a simple yet strong reminder.

- We have been fortunate to welcome a couple of new board members this year - Maria Kebshcull (Community Service) and Harmony Bishop (Marketing). These two have really taken the reigns in their respective board positions and brought a lot of energy, creativity, and drive to our board!
- We are also fortunate to have Nicole Brindle largely involved in the corporate level Art Mélange event. Nicole has been instrumental in recruiting, coordinating, and supporting this event though her knowledge of and resources in the art community in Denver. Nicole recently attended the event in order to be able to experience it first hand, in hopes that she might continue on in the following years as a member of the planning committee for this

event.

ISSUES THAT CHAPTER WOULD LIKE HELP WITH:

We would love continued support with our role in coordinating, scouting, and helping with the planning efforts for the upcoming 2017 NEWH leadership conference, as outlined by our host city responsibilities. Main responsibilities include finding locations, contacts, sponsors, and utilizing our local connections. Our Leadership Team (President, VP Admin, and VP Development) have joined the conference calls in order to stay in the loop.

Staff Note: Leigh Mitchell – Director NEWH Inc. Conferences, and the NEWH, Inc. office will continue to be in contact with the chapter.

ORANGE COUNTY REGIONAL

Jessica Wasmer, Steering Committee Chair

(chartered 1988)

PROGRAMMING

- Sundowner 1
 - March 8th
 - Ola Restaurant in Huntington Beach, CA
 - 75 attendees
 - First sundowner of the year to promote sponsorship and membership
- NEWH BD West Fashion Runway
 - Wildly Successful. We are still sorting out auction information with the LA Chapter
 - Lots of buzz about what a great venue and show it was and everyone is looking forward to next year.
- Sundowner 2
 - June (2nd week or 4th week)
 - Skyloft Lounge Rooftop
 - Including Panel discussion of the OC Winners of NEWH "Top of

the Game" published this Spring addition

- Sundowner 3
 - September (1st week or 2nd week)
 - Wine & Cheese Pairing Class or Cooking Class or CEU
 - Possible locations, Corona Del Mar, Williams Sonoma (Newport – Crystal Cove), Sur La Table

MEMBERSHIP

- We have had a pretty good ongoing membership rolling about 10+ new members and many new student enrollment as well. It looks good and I keep rolling welcome emails to students and new members.

SCHOLARSHIP

- We are reaching out to past recipients to get them involved in the Regional group and have not begun gearing up for this year's submissions.

SAN FRANCISCO BAY AREA

Johanna Malen & Terri Metzger, delegates

chartered June 1, 2010

MEMBERSHIP

Rachael Wilson, Our Membership Director is doing a great job constantly working to retain and recruit new members. As a team our board is continually recruiting new members and have initiated our networking events (coined "The Happiest Hour") as mini-membership drives encouraging members to bring non-members to these events. We also have set a goal to bring in Hoteliers as new members.

associate level 2, chapter courtesy 18, ch business member 11, ch level business 9, corporate partner courtesy 11, corporate partner member 3, educational professional 7, general 93, student 74 Total 239 Members

PROGRAMMING

Kiko Singh, our Programming Director has organized some great events so far this year with more to come.

January 19, 2016 - NEWH San Francisco had its Fresh Start event. Local members and friends joined up at San Francisco's Sports Basement for a group yoga class and networking.

February 11, 2016 - NEWH San Francisco met for a networking event coined "The Happiest Hour" including wine tasting at Couloir in Tiburon, just north of the Golden Gate.

March 23, 2016 – NEWH San Francisco Members, Hoteliers and Guest designers gathered at San Francisco's recently redesigned Hotel Axiom. Here they enjoyed wine and hors d'oeuvres, and a hotel tour of public spaces and guestrooms, and a panel discussion revealing insider perspectives.

April 21, 2016 – NEWH San Francisco will be holding our annual Sustainability Event at the CA Academy of Science which will include a reception and tour of the Academy featuring the Sustainable

properties of the museum.

April 28, 2016 – NEWH San Francisco will be holding our 2nd annual Mentoring Breakfast. We will have local interior designers in attendance mentoring students through the San Francisco Design Center and helping to show them the ropes of the industry.

SCHOLARSHIP

Kathryn Hill, our Scholarship Director is working hard on creating a Buzz for our scholarships and plans to release our scholarship opportunities in the early fall. We are holding our 2nd ever Student Mentoring Breakfast April 28th at the SF Design Center. It will start at Restoration Hardware and students will walk through and be introduced to the design center as a whole as well be paired up with mentors (local interior design professionals.)

FUNDRAISING

Janine Paluffo, our Fundraising Director is in full swing! We have 2 fundraisers planned for this year.

Our 7th annual Wine by Design Fundraiser will be held on September 24th and planning is on track and well in hand. We have a great WBD Committee in place and are excited about our venues for 2016.

Our newest Fundraiser, our Scholarship Gala and Top ID awards will be held December 2nd and we are thrilled to be adding this new annual event to our lineup.

OTHER CHAPTER HIGHLIGHTS

We will be holding our Scholarship Gala December 2nd (making it our 2nd fundraiser) and are excited to make a big deal out of our focus and mission – Scholarships. We are working hard to increase our student member involvement and continue to focus our efforts on scholarships.

ISSUES THAT CHAPTER WOULD LIKE HELP WITH

SOUTH FLORIDA

Candace Tejidor, delegate

NO REPORTS SUBMITTED IN 2016

chartered October 2, 2003

SUNSHINE

Pam Niemann & Angela Reed, delegates

chartered September 1, 1996

The NEWH Sunshine Chapter kicked off its year, in January, with our Chapter Board Training, where we had 100 percent attendance. The entire board stayed overnight (hosted by the chapter) at a local hotel where we held half of the training Friday night, followed by lively team building at a bowling alley within walking distance, and then finished the training the following morning. All of the board members thoroughly enjoyed the session. We reviewed the NEWH training power point and all learned about the organization, positions, and most importantly, each other. Our Membership Drive was held in conjunction with our March Sundowner, and was well attended by approximately 100 people! We had a special area in the venue for new registrations/ renewal of existing memberships. We also had a live DJ and passed appetizers. We also had a raffle with prizes of tickets to our upcoming Gala and one NEWH membership. The event also included a tour of "Snap! Gallery," a local contemporary art museum, located nearby. Our chapter

membership is currently at 199 members.

Our Orlando Sundowners have been very well attended to date and we are also hosting quarterly Thirsty Thursdays in Tampa. Our March event was held at La Meridien in Tampa. In April, some of our NEWH members ran in a Corporate 5K, Orlando's largest "Office Party" where our chapter was invited by Beyer Brown Procurement to join in an after party at World of Beer.

As a chapter, our goals for the remainder of the year are to offer a members only tour of a sustainable resort at Streamsong in June, a Student Event/ Top ID presentation on August 18th, a second Membership drive in the third quarter, and hope to have an extremely successful 20th Anniversary Gala held on October 22nd, where we will award \$20,000 in scholarships to students. Currently our checking is at \$62,020.30 and our scholarship account is at \$58,393.91, with a collective total of \$120,414.21

TORONTO

Kimberly Bond, delegate

chartered November 18, 2004

MEMBERSHIP

- As of April 2016 Toronto currently holds 166 members.
- Associate: 1
- Chapter Business Courtesy Member: 24
- Chapter Business Member: 6
- Chapter Level Business: 13
- Corporate Partner Courtesy Member: 4
- Education Professional: 13
- General: 50
- Students: 55
- **GRAND TOTAL: 166**

PROGRAMMING

- 10 events/sundowners planned for 2016
- 1 event or sundowner almost every month
- January, April, May, June, July, August, September, October, November & December
 - January 19th – Canvas & Cocktails event (This event was a big success and very well received by all. We had 43 people in attendance. The event was hosted by our very own Linda Simopoulos. She organized to have 20 people paint on canvas as they were instructed by a professional artist. The rest of the attendees were able to network and socialize throughout the evening.)
 - April 12th – 3 Trends in Social Media Event held at the Gladstone Hotel
 - May 24th – Mixology Workshop held at the Spirit House Toronto
 - June 21st – Distillery District Scavenger Hunt held at El Cantrain
 - July 26th – Design a Chair Event (location TBD)
 - August 24th – Annual Golf Tournament held at The Lion Head Golf Course
 - September 20th – Student Mentoring Night (location TBD)
 - October 11th – Hilton or Thompson Hotel Tour (location TBD)
 - November 8th – MLG Cooking Class (location TBD)
 - December 6th – J & J Showroom Event

- Our deadline to receive scholarship applications was March 31st, 2016. The forms were sent to the schools on January 30, 2016. We received 20 applications on or before the deadline of March 31st. Much improved from last year! The board pulled together and worked hard on getting the word out to all schools to generate interest amongst the colleges and universities. Lisa Cote-McKain focused much of her time promoting the scholarships on social media.

FUNDRAISING

- We are looking forward to the 11th Annual NEWH Toronto Golf Tournament at Lionhead Golf Course on Wednesday, August 24, 2016. We would like to invite international members and vendors to join us at one of the best networking events within the Hospitality Market in Toronto. This event hosts the industry leaders, purchasers, designers, hoteliers attending, offering excellent networking opportunities. The golf portion is the feature of the day and we cap the day off with the Silent Auction and Gala dinner. We are very proud of our supporters and sponsors as this has allowed NEWH Toronto to award over \$112,000.00 in Scholarships to our future leaders in our industry. We look forward to having you join us this year on August 24, 2016!

OTHER CHAPTER HIGHLIGHTS

- Nothing to report at this time

ISSUES YOUR CHAPTER WOULD LIKE HELP WITH

- Toronto needs help in engaging our Board of Directors to take initiative in their duties that fall within their roles. This year we are having challenges with our board being disengaged. Most questions seem to circumvent directly to the president, and some board members avoid taking the initiative to use the portal or resources from INC. We need help to get them to step into roll and run with it! Handle their positions head on and collaborate with other board members based on NEWH structure and all available support within our system. We run the risk of losing people because of the lack of engagement, which means they are getting the full benefits of being a part of the organization.

Staff Note: As we are approaching mid-year, it may be a good time for the President to host one on ones with board members to check

SCHOLARSHIP

into their goals for the year and, at the same time, reiterate how the board structure is important. Recognizing those that are doing so at meetings in front of others is important. By re-directing questions to

the appropriate VP instead of the President answering may help as well. If just one or two begin to follow correct protocol that will most likely encourage others to do the same.

UNITED KINGDOM

Jonathan Young, delegate

chartered June 12, 2002

MEMBERSHIP

UK chapter membership is holding steady at around 70. At each Board meeting we discuss the fact that we need this number to increase, ideally in the near term to a number closer to 90 or 100. We're doing OK at attracting new members but also losing members through attrition. We're trying to do more to make our membership more valuable so people will want to remain members.

Moving into 2016 Dafydd Watkins will take over membership responsibility from Rebekah and will focus on renewals; he will be supported by Diana Arkelian, who will focus on new potential members. Diana has been a great asset to the board, she is doing a great job and so there has been some new Chapter Business Memberships with Benjamin West and Chris Garrod Global joining. Additionally Wimberly Interiors, the Walker Greenbank Group, Crosswater and JD Interiors solutions expressing an interest. As a Board we're feeling pretty good about how we're attracting new corporate interest. Sheila Murphy will assume the Sustainability Chair position.

We are placing an emphasis on attracting more interior designer members. Our current membership is heavily weighted toward suppliers and we believe our chapter would offer a greater value to members (of all types) if we can recruit more designers, as well as operators.

PROGRAMMING

The hotel tours continue to be popular, the tour and 'operator' involvement of the Edition Hotel earlier last year was a great success. So was the tour of the new Beaumont Hotel which had Jeremy King, one of the owners of this boutique hotel, introducing the hotel to the group. We believe hotel tours may be our most valuable offering.

We will also be continuing with our London Social events and be looking to make this more frequent in 2016. The Socials have been very well attended and have proven to be a great networking event, with many introductions and referrals occurring. As there is no cost to attend these events don't directly benefit our fundraising, however we feel that it presents NEWH UK as an active and well-connected entity within the London industry. We're also encouraged by the interest in memberships that typically follows a Social event.

We are considering adding CPD-type events but more research needs to be done as other design groups are already offering this service. We really need to focus on what we have been good at, and that has been Hotel tours with operator involvement.

We're discussing doing day trips/tours of facilities. This could include manufacturers/suppliers as well as larger design or architecture firms. This concept is a work-in-progress.

SCHOLARSHIP

We have again aligned ourselves with Ravensbourne College and presented a scholarship award at our Annual Fundraising event at the Ham Yard Hotel to Tom Willis based on his interior design projects. This was judged by designers from McVitty Design, Leon Black Design, and Board Members Caroline Banks, Shirley Jenkins and Nat Coalson.

We will be looking at an additional scholarship award next year. We did discuss with the board researching potential schools focused on hospitality, but this hasn't been seen as something that is achievable for 2016. So this might be reviewed for 2017.

FUNDRAISING

Our main fundraising event is the Annual Scholarship Fundraiser. 2015's was a successful event held at the Ham Yard, a Firmdale Hotel, which raised enough money for us to consider two awards for next year: one focused on design and the other the hospitality sector.

Our 2016 annual fundraiser is nearly complete in planning and a 'Save the Date' has been sent out to our mailing list. This year's event will be held at The May Fair Hotel and we expect it to be a big success in terms of the venue, sponsor participation and attendance.

Our breakfast events at Decorex and Sleep are also proving to be good vehicles for raising funds for the scholarships.

OTHER CHAPTER HIGHLIGHTS

In July we were concerned that the board was going to crumble with board members threatening to resign. However following Julian's resignation a new energy emerged with three new Board Members joining and several choosing to remain.

Diana Arkelian from Benjamin West (handling Fundraising, and helping Sheila with membership), Dafydd Watkins from Fameed Khalique (handling Marketing, and supporting Nat with the PR and Social Media), and Kathryn Quinn from Ulster Carpets (handling Hospitality).

We also felt that our relationship with NEWH Inc. was strengthened especially by their participation at our fundraiser. Having a new monthly renewal fee was a great addition to the fee structure.

Under the leadership of Jonathan Young, and with the ongoing support of our accountant Javed Mirza, our Board has been taking a more proactive approach to the management of our finances and budget, especially with regards to estimates and projections. Our financial planning has proven quite thorough and accurate and usually we end up in an even better position than we expected. Events that do not perform to our financial expectations are reviewed carefully and, in many cases, eliminated. (Our decision not to continue our participation hosting a stand at the Independent Hotel Show is one example of this.)

VANCOUVER REGIONAL

Derek Sousa, steering committee chair

NO REPORT SUBMITTED

WASHINGTON DC METROPOLITAN

Kate Kenwell & Melinda Peck, delegates

chartered November 6, 1992

MEMBERSHIP

- 316 members currently. Membership levels are: 56 Associate, 4 Chapter Business Courtesy, 4 Chapter Business, 9 Chapter Level Business, 11 Corporate Partner Courtesy, 1 Corporate Partner, 13 Educational Professional, 83 General, 3 Honorary, and 132

Students. The chapter saw increases in membership, especially in student membership after the Scholarship Awards Event. (As last reported in January 2016)

- The **monthly networking luncheons** continued in Baltimore and Bethesda MD on the 1st and 2nd Wednesdays. We have added

these monthly luncheons in Washington, DC and Richmond, VA in 2016 to promote membership in those areas.

PROGRAMMING

- The “**Winesday Wednesdays**” happy hour events went well this past year by bringing in new professionals who’d never heard of NEWH. We’re looking to continue these in 2016, as they are becoming more popular. We kept the flyer design consistent (to create a brand for this signature event), and are rotating venues to expose the membership to new restaurants in our geographic area. Plan to have them in all markets in 2016, Baltimore, Suburban Maryland, DC, Northern VA, and Richmond, VA areas.
- We have introduced new programs named “Experience Your City” (EYC) that will take place primarily during Spring, due to nicer weather and the idea that these events get people out and into new environments. These programs will be spread throughout the Mid-Atlantic region to further reach members in our chapter that are not in DC proper. The first EYC program includes a tour of Nationals Park (the first LEED certified major stadium) and a private tasting/networking event at BlueJacket Brewery. Each event will feature an education. We are also reaching out further into the hospitality industry to include property managers, restaurant and breweries, and culinary experts.
- We hosted a student only event at the Marriott Headquarters in February, to further engage with our student membership. This program included a “lecture” series with individuals from Marriott HQ within all types of hospitality, including property managers, construction and design experts. We also had the treat of viewing the model rooms of each brand that falls under the Marriott umbrella. We had a lot of positive feedback from the participants; but we look to include additional members in similar events in the

future.

SCHOLARSHIP

- The **Scholarship Awards Event/SAE** is expected to take place in October 2016. Our Scholarship committee has been working extra hard to reach out to several new schools that fall under the DC Chapter. Our Student Representative has been going around to schools to increase awareness of both our local chapter’s scholarships as well as the national level scholarship opportunities. We have started to see further involvement from our student members including volunteering at events.

FUNDRAISING

- This September we have our NEWH Tradeshow on the 8th. We are looking to combine this large fundraising event along with our annual golf tournament.

OTHER CHAPTER HIGHLIGHTS

- **COMMUNITY SERVICE:**
 - We have changed our approach with Community Service and although no final organization has yet to be selected, we are looking to reach further into our territory and perhaps focused along the lines of the building community and/or military families and veterans.
 - We will continue to participate in the annual **American Heart Association Heart Walk**, held on the National Mall in Washington, DC.

ISSUES THAT CHAPTER WOULD LIKE HELP WITH

- We have no responses at this time; but we look forward to sharing and hearing many more ideas and insight from the other chapters. Thank you!

ADDENDA

MOTION TO APPROVE MINUTES

Date: May 3, 2016

Motion Number: 1

I, _____, move to approve the minutes as presented / as corrected.

Motion seconded by: _____

VOTE COUNT:

YEA: _____

NAY: _____

ABSTENTION: _____

STATUS OF MOTION:

Carried:

Defeated:

MOTION TO ESTABLISH A FOUNDATION

Date: May 3, 2016

Motion Number: 2

I, Julia Davis, move to establish an NEWH Foundation. This foundation would be used to solicit funds through grant writing and seeking major allied industry contributions. The funds would be used to support chapter scholarships and other educational endeavors that do not fall under the NEWH, Inc. guidelines.

Motion seconded by: _____

VOTE COUNT:

YEA: _____

NAY: _____

ABSTENTION: _____

STATUS OF MOTION:

Carried:

Defeated:



NEWH Sustainable Hospitality Speaker Budget

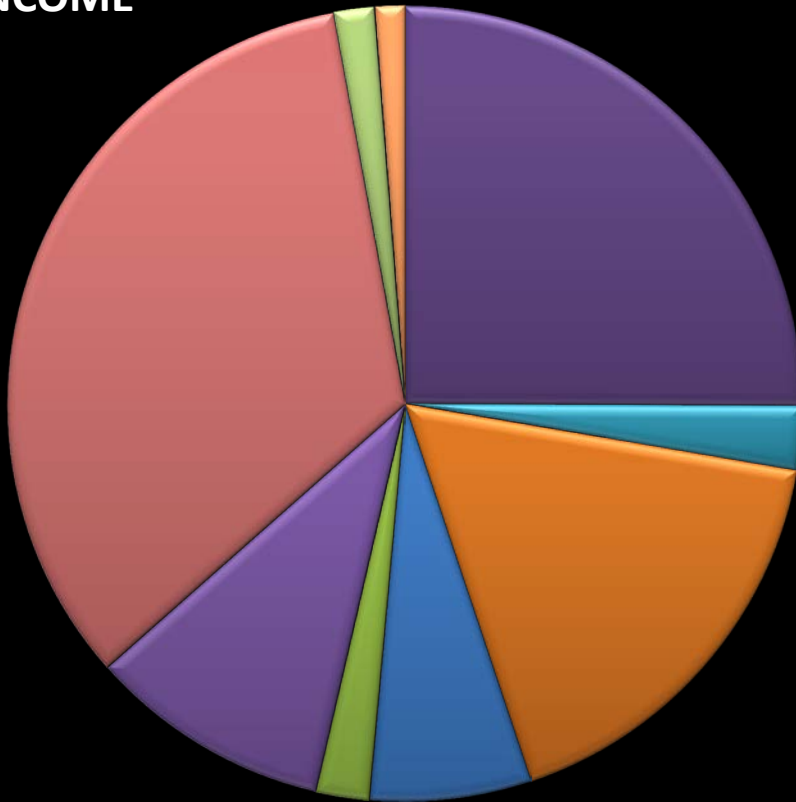
SCOPE Document- Budgeting for Green Voice Speakers at Industry Events

Premise: NEWH Sustainable Hospitality is now providing green educational events at 3-4 hospitality events annually with no earmarked budget for expenses like professional speaker fees, travel, lodging, and miscellaneous expenses.

NEWH Green Voice Conversations and Green Voice Panel Discussions have been providing professional sustainable hospitality and sustainability education since 2012. To date, our committee members have asked speakers to waive speaking fees and have relied on the event hosts to reimburse their accrued expenses. It has now become a persistent issue because we've been unsuccessful bringing in better quality speakers as a result of unbudgeted fees. Many of our targeted speakers are located across the country and travel by air to the current venues: Los Angeles, Las Vegas, and New York. As we grow our green educational brand, the quality of our programs and speakers will improve as well. Professional speaker fees, for example, range from a low of \$500.00 to a high of \$10,000.00. While our committee has a waiting list for prospective Green Voice sponsors, we are not taking advantage of the potential sponsor revenue to cover speaker fees, which hinders us from reaching greater potential for Green Voice. Additionally, we, as a committee, want to be able to expand our efforts into other sustainability conferences and events.

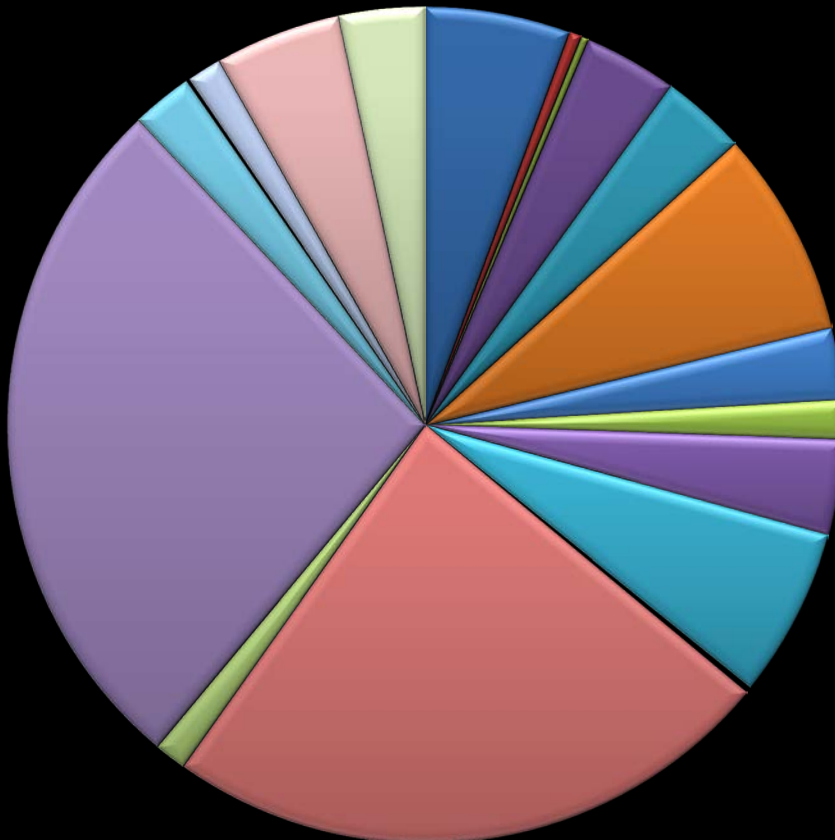
Proposition: We propose that an additional one or two Green Voice sponsors be added to the current roster of GV sponsors and earmark these annual fees for a speaker budget to equal \$15,000 to \$20,000.00. This budget set aside for speakers would allow us to bring top speakers to events such as BD West and BDNY, HD Expo, and other targeted hospitality or related events. Irrespective of the possibility that certain conferences may have stipends for speakers, we want to have the onus of representing selected speakers in order to gain greater credibility and industry recognition.

INCOME



- Administration
- Board Training
- Conference Events
- Corporate Partner
- Education
- Fundraising
- Leadership Conference
- Leadership Council
- Marketing
- Membership
- Mentorship
- Misc
- Phone/Email
- Regional Tradeshows
- Sustainability
- Tradeshows
- Travel
- Website

EXPENSES



- Administration
- Board Training
- Conference Events
- Corporate Partner
- Education
- Fundraising
- Leadership Conference
- Leadership Council
- Legal/Accounting/Insurance
- Marketing
- Membership
- Mentorship
- Misc
- Payroll/Benefits/Taxes
- Phone/Email
- Regional Tradeshows
- Reserve Account
- Sustainability
- Tradeshows
- Travel
- Website

NEWH GUIDELINES FOR SCHOLARSHIP

CRITERIA FOR CHAPTER SCHOLARSHIPS: NEWH Chapters award scholarships annually based upon the following criteria:

1. Standard Criteria
 - 1.1. Must be a currently enrolled student attending an accredited college
 - 1.2. Must have completed half the requirements for a degree or certification in the program you are currently enrolled
 - 1.3. Must show financial need and have eligible outstanding debt for tuition, books or supplies at time of scholarship award
 - 1.4. Must have a 3.0 GPA
 - 1.5. Have a career objective in one of the areas of the Hospitality Industry, such as Hotel/Restaurant Management, Culinary/Foodservice, Architecture, Interior Design
 - 1.6. Provide the following:
 - 1.6.1. Student Essay
 - 1.6.2. Transcript
 - 1.6.3. Letters of recommendation from Dept. Head, Professors, Advisor
 - 1.6.4. Letters of recommendation from industry professionals, employers, etc.
2. Non-Standard Chapter Scholarship
 - 2.1. Additional criteria over and above the requirements in 1) and amount given, to be outlined and voted on by the Chapter or International Board.
 - 2.2. Judging of candidates to be done by a Scholarship Committee made up of NEWH members.
 - 2.3. Scholarship to be advertised and funded separately from the Chapter Scholarships, with a disclaimer that no award will be given if a qualified recipient has not applied.
 - 2.4. In addition to these items listed and scholarship types need to differentiate a “design competition” or requirement for a “portfolio submittal by design students” as a non-standard scholarship.

MEMORIAL

These scholarships are administered by NEWH Chapter and are presented at a determined chapter event. The memorial must be in the name of a NEWH member. Scholarship Director distributes [In Memory Scholarship Agreement](#) to sponsor, once complete a copy must be sent to NEWH, Inc. office. Scholarship Director sends [Donor Thank-you Letter](#)

- Must be in the name of a member who has contributed to NEWH.
- May be funded separately, initially, after the death of the member and then funded by chapter fundraising efforts, after the original funding dwindles.
- May be given in the name of the member as one of the Chapter Scholarships. For instance, could be given to the most outstanding student and/or in the largest dollar amount.

CHAPTER/VENDOR

NEWH Chapter level Vendor Scholarships are graciously funded by the hospitality manufacturing community. These scholarships are administered by NEWH Chapter and are presented at a determined chapter event. Scholarship Director sends vendor the [Vendor Scholarship Agreement](#), once complete a copy must be sent to NEWH, Inc. office. Scholarship Director sends [Vendor Thank-you Letter](#)

- Funding to be done by a vendor
- Minimum \$3000 donation with \$500 administration fee
- Scholarship name to be chosen by Vendor
- Vendor or company representative can present the scholarship
- NEWH Chapter Scholarship Committee reviews applicants and selects the final recipient based on NEWH scholarship criteria
- Donor can specify what are of hospitality is accepted for students to apply for the vendor scholarship (interior design, architecture, etc.)
- NEWH Chapter determines the venue for the award presentation of the scholarship

BUSINESS

1. Funding to be done by an Interior Design firm, Architectural Firm, Hotel, Restaurant, etc. in their name.
2. The firm can have input into the desired criteria over and above the minimum requirements listed above.

OTHER

1. Scholarships given in someone’s name that is not a Member in Memoriam, Vendor, or Business must not be funded by Chapter fundraisers.

NEWH INC.

SCHOLARSHIP ENDOWMENT GUIDELINES

NEWH Inc. welcomes support from various sectors of the Hospitality Industry in the form of donations to the Scholarship Fund and endowment of individual scholarships. NEWH twenty years of experience in awarding scholarship funds to students majoring in hospitality related industries makes it the best source to distribute corporate and individual donations to scholarship. The administrative activity of holding scholarship competitions; press/photo opportunities with the winning students; awards dinners; travel/lodging for students – is often not considered in funding an award. These costs must be considered in all future donations. Below is a guideline for funding a scholarship award or opportunity:

NEWH, INC. VENDOR SCHOLARSHIPS

Graciously funded by the hospitality manufacturing community. These scholarships are administered by NEWH, Inc. and are presented at major national/international trade events.

- Funding to be done by a vendor
- Minimum \$5000 donation (\$4000 student scholarship award, \$1000 student travel/administrative costs)
- Scholarship name to be chosen by Vendor
- Vendor or company representative can present the scholarship
- NEWH, Inc. Scholarship Committee reviews applicants and selects the final recipient based on NEWH scholarship criteria
- Donor can specify what are of hospitality is accepted for students to apply for the vendor scholarship (interior design, architecture, etc.)
- NEWH, Inc. and donor determine the venue for the award presentation of the scholarship and take into consideration the possibility of transportation, lodging, etc., of the recipient into account when the amount is negotiated with the vendor

TRADE-SHOW SCHOLARSHIP

\$5000 award – assume 20% administrative, travel/lodging costs or \$1000 so your donation should be \$6000. If sponsor wishes to award at a special event they must supply all extra costs for student and if necessary representative of NEWH for travel/lodging and any costs associated with attending the special event.

ICON OF INDUSTRY-NEWH INC SCHOLARSHIP

1. Must be a currently enrolled student attending an accredited college
2. Must have completed half the requirements for an undergraduate degree or be enrolled in a graduate program
3. Must show financial need and have eligible outstanding debt for tuition, books or supplies at time of scholarship award
4. Must have a 3.0 GPA
5. Must have participated in an industry internship program or similar position (*one of the differentiating requirements from the standard chapter scholarship criteria*)
6. Must be pursuing a career objective in the Hospitality Industry with an emphasis towards the chosen career (career emphasis criteria changes annually)

SCHOLARSHIP AWARD:

\$7500 Winner award in the fall at major tradeshow in New York

Chapters are encouraged to submit students they have vetted for chapter level scholarships for this award. The student would need to submit an ICON application with the supporting documents required.

SUSTAINABLE DESIGN COMPETITION SCHOLARSHIP AWARD-NEWH INC SCHOLARSHIP

Sponsors each donate the scholarship or school award and an additional amount each for administration of the design competition, travel and lodging costs for recipients and others intrinsic to the competition. Sponsor selects award opportunity with a \$7,000 annual commitment, multi-year commitments preferred,

Scholarship Awards:

\$5000 Primary Scholarship Award to Undergraduate Student

\$5000 Secondary Scholarship Award to Graduate Student or award to Undergraduate Student or School

(If student does not have eligible debt at time of award scholarship funds are awarded to student college Interior Design Department)

Awards based on industry panel judges recommendations

The NEWH Sustainable Design Competition provides students with the opportunity to showcase their design skills while utilizing the very best in sustainable design products and practices. The student award will be dispersed to the student through the respective school. Student monies may be used for tuition, books or supplies needed for his/her education. The award to the school must go to the INTERIORS PROGRAM and not to the general funds of the school. The program may utilize this award to enhance the educational needs of the materials to help the design studio. Winners are honored at a major tradeshow in spring of the following year. In addition to the NEWH Magazine, the event shall be covered by other hospitality and design publications.

CHAPTER LEVEL – TRAVELING SCHOLARSHIP

Sponsors may endow a scholarship in any amount to be given to the chapter of their choice. Scholarship will be given in the course of the standard chapter scholarship competition. Due to this being a part of the standard competition, no travel costs are paid for students and no administrative costs should be incurred. Scholarship can be given in donor's name and endowed for several years or as a one-time opportunity.

SCHOLARSHIP FREQUENTLY ASKED QUESTIONS:

1. Are students attending technical centers/vocational technical centers (not a college or university) eligible for scholarship?
No
2. I will graduate before I receive my scholarship funds, can I still apply for a scholarship?
If you graduate before the scholarship can be awarded you do not qualify. NEWH issues scholarships through your school. The award is to help defray the cost of tuition, books, fees, and other related educational needs incurred by you. Should you leave school for any reason (including graduation); any and all surplus funds in your account are to be returned to NEWH, Inc. Under certain circumstances

your situation may still qualify (example: if you would be graduating 3-4 months prior to the scholarship being awarded and you would have current debt at the school you are attending the check could then be issued to the school to pay towards that debt).

3. Are students who attend 2 year or 4 year interior design programs that are not CIDA accredited eligible to apply for the NEWH scholarship

NEWH gives scholarships to two-year and certificate programs that are related to the hospitality industry, college or university is not part of the criteria. "An eligible school is defined as one that will hold the scholarship moneys in trust for the student to draw down upon on an "as needed" basis." The school must be an accredited institution. CIDA is not the only accrediting agent. If the school or program is accredited by any approved CHEA or USDE agency, then it is accredited.

Requirements for these scholarships are:

- Must have completed half the requirements for a degree or certification program in which enrolled
- Must demonstrate financial need
- Must have a minimum 3.0 G.P.A.
- Must be pursuing a career objective in the Hospitality Industry (i.e., Hotel/ Restaurant Management, Culinary, Food Service, Architecture, Design etc...)

ACCREDITED two year and certificate or vocational programs that provide a certificate of completion can be considered by the chapter for funding. The key is accreditation. Non-accredited jobs/vocational programs cannot be funded.

4. Can a student apply for more than 1 chapter scholarship (example a student goes to college in Florida and applies for South Florida and Sunshine Chapter Scholarships)?
Students are encouraged to apply to the chapter that services their school. If two chapters overlap in serving the same school, then the student can certainly apply for scholarships at both. The student should let the chapter know if they have previously received a NEWH scholarship.
5. Does NEWH have an age cut off requirement for applicants?
No
6. Does the applicant have to be a US citizen?
No
7. Does the student have to prove that they are in need of financial help?
Yes, the student must state on the scholarship application their financial need; financial need is a requirement to apply for a scholarship.
8. Can International Students apply for a scholarship?
Yes
9. What if my GPA is an accumulative 3.0 GPA is that accepted?
Yes, your GPA must be a minimum of accumulative 3.0 or higher
10. Do I have to be a member to apply for a scholarship?
No, you do not need to be a member. Membership is encouraged and student members receive 1-year of free membership. We encourage you to be involved in your local chapter. Attend events, serve on a committee, recruit other students...the opportunities are endless. Now is the time to start to cultivate your professional relationships through NEWH membership. Also, full-time Educators can join for free!
11. Can I apply to more than one chapter scholarship?
Yes
12. I'm attending a two-year program am I eligible to apply for a NEWH scholarship?
Yes, NEWH gives scholarships to two-year and certificate programs that are related to the hospitality industry (must be an accredited college).
13. I may not be able to submit my transcripts by the due date on the application, what should I do?
Please contact the Chapter Scholarship Director to discuss extending the deadline (if possible)
14. If I live in New York and attend school in Washington DC can I apply for both chapter scholarships?
The student should apply for the scholarship through the chapter that their school is located in, student members can participate in any NEWH Chapter events.

NEWH, INC. INTERNATIONAL SCHOLARSHIP OPPORTUNITIES

FALL AWARDS-BDNY-Gold Key-Platinum Circle:

1. **NEWH – ICON of INDUSTRY SCHOLARSHIP**
 - \$7,500 award
 - Open to all students in similar field to the ICON
 - Application Released **May 2016**
 - Entry Deadline **September 2016**
 - Judging Deadline **October 2016**
 - Award **November 2016** at *Gold Key Awards* in NYC during BDNY
 - NEWH Magazine feature **Spring 2017** (submission date T.B.D.)
2. **NEWH - CLIFFORD R. TUTTLE SCHOLARSHIP**
 - \$5,000 award
 - Open to Interior Design students only
 - Application Released **April 2016**
 - Entry Deadline **July 2016**
 - Judging Deadline **August 2016**
 - Award **November 2016** at *Platinum Circle Awards* in NYC during BDNY
 - NEWH Magazine feature **Spring 2017** (submission date T.B.D.)
3. **NEWH WOMEN LEADERS SCHOLARSHIP** – sponsored by HOSPITALITY MEDIA GROUP
 - \$5,000 award
 - Open to FEMALE Hospitality Management students only
 - Application Released **April 2016**
 - Entry Deadline **July 2016**
 - Judging Deadline **August 2016**
 - Award **November 2016** at *Boutique Design Power Players: Women Leaders* breakfast in NY (BDNY)
 - NEWH Magazine feature **Spring 2017** (submission date to be determined)
4. **NEWH HOSPITALITY MANAGEMENT & INTERIOR DESIGN SCHOLARSHIP**-sponsored by Fabric Innovations
 - \$10,000 award
 - Open to Hospitality Interior Design OR Hospitality Management students
 - Application Released **January 16, 2016**
 - Entry Deadline **September 2, 2016**
 - Judging Deadline **September 30, 2016**
 - Awarded **November 2016** at *Platinum Circle Awards* in NYC during BDNY
 - NEWH Magazine feature **Spring 2017** (submission date to be determined)

SPRING AWARD-BDwest:

5. **NEWH WOMEN LEADERS SCHOLARSHIP** – sponsored by HOSPITALITY MEDIA GROUP
 - \$5,000 award
 - Open to FEMALE Hospitality Management students only
 - Application Released **August 2016**
 - Entry Deadline **October 2016**
 - Judging Deadline **November 2016**
 - Award **March/April 2017** at *Boutique Design Power Players Breakfast in LA during BDwest*
 - NEWH Magazine feature **Summer 2017** (submission deadline May 2017 T.B.D.)

SPRING AWARD HD EXPO:

6. **NEWH SUSTAINABLE DESIGN COMPETITION SCHOLARSHIP**-sponsored by JLF|lone meadow & Applied Textiles: 2016-2017
 - \$5,000 Undergraduate winner
 - \$5,000 Graduate winner
 - Open to all Interior Design or Architecture students Junior level and above
 - Finalize 2016-2017 (2) sponsors + competition criteria **July 2016**
 - Release scholarship **August 2016**
 - Select (3) Industry Judges **December 2016**
 - Project Submittals Deadline **January 30, 2017**
 - Andrea/Becca-send top 5 undergrad + grad finalists onto industry judges **February 24, 2017**
 - Industry Judges final selections due **March 16, 2017**
 - Andrea/Becca select winners **March 10, 2017**
 - Award **May 2017** at HD Expo in Las Vegas at the NEWH booth (*student + sponsor Q+A session/award*)
 - NEWH Magazine feature with students/judges/sponsors **Fall 2017** (submission deadline July 2017 T.B.D.)
7. **NEWH HARVEY NUDELMAN SCHOLARSHIP** - sponsored by Fabricut Contract and FR-One

- \$5,000 award
- Open to Interior Design students only
- Application Released **August 2016**
- Entry Deadline **October 2016**
- Judging Deadline **November 2016**
- Award **May 2017** at HD Expo in Las Vegas at the NEWH booth; F&B provided; Durkan D*SCOVER competition awards + Sustainable Design Comp' also awarded
- NEWH Magazine feature **Fall 2017** (submission deadline July 2017 T.B.D.)

8. **NEWH PRODUCT DESIGN COMPETITION**– sponsored by SYMMONS INDUSTRIES

- \$4,000 award (\$5,000 donation)
- Open to Interior Design and Architecture students
- Faucet design competition, winning design and student honored at HD Expo & at Symmons booth celebration
- Application Released **Fall 2016**
- Entry Deadline: **January 9, 2017**
- Submit top 5 applicants to Symmons judges **February 2, 2017**
- Symmons judges return their top pick **February 21, 2017**
- Andrea/Becca select winner from judges recommendations **March 1, 2017**
- Award **May 2017** at *The New Entrepreneurs Breakfast* in Las Vegas during HD Expo
- NEWH Magazine feature **Fall 2017** (submission deadline T.B.D.)

Chapter Level Awards:

NEWH – STEVE HIGGINS MENTOR SCHOLARSHIP

NEWH – DORRIT ST. JOHN SCHOLARSHIP

NEWH – BOB YOUNG SCHOLARSHIP (all funds distributed in 2015)-check with Julie if any additional funds have come in

Awarded within the Los Angeles Founding Chapter

NEWH – CHRISTINE KENNICOTT LOUW SCHOLARSHIP

Awarded within the Atlanta Chapter \$3,000 annually

NEWH
The Hospitality Industry Network
Regional Tradeshow

		2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	net profit for NEWH, Inc.	avg. profit per show
Atlanta	Income							116,255.00		147,740.00		145,310.00		174,847.00		
	Expense							49,558.66		54,100.54		67,830.96		64,622.17		
	Chapter Percentage							26,678.54		37,455.78		30,991.62		44,089.93		
	NEWH, Inc. profit							40,017.80		56,183.68		46,487.42		66,134.90	208,823.80	52,205.95
Dallas	Income	94,000.00		96,290.00		85,591.00		150,620.00		168,010.00				171,165.00		
	Expense	31,769.38		29,046.13		31,515.83		47,482.16		78,400.11				87,309.94		
	Chapter Percentage	24,959.05		25,155.46		21,039.88		41,255.14		35,843.96				33,542.02		
	NEWH, Inc. profit	37,271.57		42,088.41		33,035.29		61,882.70		53,765.93				50,313.04	278,356.94	46,392.82
Chicago	Income								163,395.00		176,487.50			202,051.00		
	Expense								79,647.36		79,738.20			92,759.23		
	Chapter Percentage								33,499.06		38,699.72			43,716.71		
	NEWH, Inc. profit								50,248.58		58,049.58			65,575.06	173,873.22	57,957.74
Denver	Income							70,395.00		98,970.00			144,681.25			
	Expense							30,887.01		54,149.13			68,258.25			
	Chapter Percentage							15,803.20		17,928.35			30,569.20			
	NEWH, Inc. Profit							23,704.79		26,892.52			45,853.80		96,451.11	32,150.37
Hawaii	Income													103,578.00		
	Expense													49,126.41		
	Chapter Percentage													21,780.64		
	NEWH, Inc. Profit													32,670.95	32,670.95	32,670.95
Houston	Income									68,487.50			132,651.25			
	Expense									37,075.39			63,335.43			
	Chapter Percentage									12,564.84			27,226.33			
	NEWH, Inc. Profit									18,847.27			41,589.49		60,436.76	30,218.38
Los Angeles Founding Chapter	Income						112,472.50		147,965.00				164,905.00			
	Expense						52,567.12		61,125.30				95,509.83			
	Chapter Percentage						23,962.15		34,735.88				27,758.07			
	NEWH, Inc. profit						35,943.23		52,103.82				41,637.10		129,684.15	43,228.05
Miami	Income															
	Expenses															
	Chapter Percentage															
	NEWH, Inc. profit															
New York	Income							176,810.00		167,785.00						
	Expenses							79,194.19		78,375.67						
	Chapter Percentage							39,046.32		35,763.73						
	NEWH, Inc. profit							58,569.49		53,645.60					112,215.09	56,107.55
North Central	Income					59,351.00			61,890.00			84,432.50		96,366.25		
	Expense					33,943.48			25,648.58			37,492.31		51,147.47		
	Chapter Percentage					10,163.01			14,496.57			18,776.08		18,087.51		
	NEWH, Inc. profit					15,244.51			21,744.85			28,164.11		27,131.27	92,284.74	23,071.19
Northwest	Income				42,197.50		54,120.00		68,090.00			121,495.00		170,832.50		
	Expense				18,510.19		24,749.31		41,506.95			55,024.07		81,215.70		
	Chapter Percentage				9,001.18		11,718.28		10,633.22			26,588.37		35,846.72		
	NEWH, Inc. Profit				14,686.13		17,652.41		15,949.83			39,882.56		53,770.08	141,941.01	28,388.20
Orlando	Income						106,432.00		138,632.00			156,472.50		175,816.00		
	Expense						38,880.01		52,711.71			68,262.88		74,961.44		
	Chapter Percentage						27,020.80		34,368.12			35,283.85		40,341.82		
	NEWH, Inc. Profit						40,531.19		51,552.17			52,925.77		60,512.74	205,521.87	51,380.47
Pittsburgh	Income															
	Expense															
	Chapter Percentage															
	NEWH, Inc. Profit															
San Francisco	Income										113,460.00			141,705.00		
	Expense										67,454.22			69,409.43		
	Chapter Percentage										18,402.31			28,918.23		
	NEWH, Inc. Profit										27,603.47			43,377.34	70,980.81	35,490.41
Southern Counties	Income		68,396.75													
	Expense		44,664.35													
	Chapter Percentage		9,348.32													
	NEWH, Inc. Profit		23,732.40												23,732.40	23,732.40
Washington DC Metro	Income	69,960.00	61,124.00	81,715.00	104,761.10	112,290.00	120,830.00	149,165.00		147,840.00			163,445.00			
	Expense	31,877.94	36,668.94	33,124.74	41,894.84	40,770.89	50,834.10	59,596.06		70,013.38			78,185.08			
	Chapter Percentage	15,904.89	9,060.94	20,991.40	23,693.71	27,292.41	27,998.36	35,827.58		31,130.65			34,103.97			
	NEWH, Inc. Profit	22,177.17	15,394.12	27,598.86	39,172.55	44,226.70	41,997.54	53,741.36		46,695.97			51,155.95		342,160.22	38,017.80

italics - final numbers are yet to be determined



SAVE THE DATE

FEBRUARY 9 – 11, 2017

NEWH
LEADERSHIP
conference
people & products
LEADING HOSPITALITY

FEBRUARY 9 – 11
DENVER, COLORADO
DENVER MARRIOTT
CITY CENTER
1701 California Street
Denver, CO 80202
303.297.1300

Mark your calendar now for the biennial NEWH Leadership Conference in Denver, CO Thursday, Friday and Saturday, February 9 – 11, 2017 at the Marriott City Center.

The 2017 Leadership Conference begins Thursday, with a product showcase featuring the newest product innovations and services being introduced on the show floor. Friday and Saturday will focus on strategies to move your business into the future. Leading professionals and industry icons will deliver impactful sessions and participate in interactive events that will expand your knowledge and network!

“

You don't climb mountains without a team, you don't climb mountains without being fit, you don't climb mountains without being prepared and you don't climb mountains without balancing the risks and rewards. And you never climb a mountain on accident — it has to be intentional.

”

— MARK UDALL, former US Senator
from Colorado



FOR MORE INFORMATION VISIT OUR WEBSITE AT WWW.NEWH.ORG

or contact Jena Seibel, NEWH, Inc.

email: leadership.conference@newh.org Questions, call: 800.593.6394



FEBRUARY 9 - 11, 2017
DENVER MARRIOTT
CITY CENTER
DENVER, CO

NEWH is bringing the hospitality industry together again. The 2017 NEWH Leadership Conference is an international event including hospitality professionals from the US, UK and Canada. This interactive conference kicks off Thursday with a product showcase including the newest product innovations and services introduced on the show floor. Friday and Saturday will focus on strategies to move your business into the future. Leading professionals and industry icons will deliver impactful sessions and participate in interactive events that will expand your knowledge and network!
Your sponsorship makes this event possible.

Conference Sponsorship Levels and Benefits (Friday & Saturday)

	PRESIDENT'S DINNER \$40,000 1 major sponsor @ 10K and 6 sub-sponsors @ 5K	OWNERS ROUNDTABLE \$15,000 1 AVAILABLE + Mfg. Partner \$7500	KICK-OFF KEYNOTE \$15,000 1 AVAILABLE + Mfg. Partner \$4000	SATURDAY KEYNOTE \$10,000 1 AVAILABLE + Mfg. Partner \$4000	VIP RECEPTION \$15,000 3 AVAILABLE	FRIDAY SCHOLARS LUNCHEON \$10,000 2 AVAILABLE	MFG PARTNER	SESSION SPONSOR \$4,000 8 AVAILABLE	SATURDAY LUNCHEON SPONSORSHIP \$2,500 3 AVAILABLE	BREAKFAST SPONSORSHIP \$2,000 5 AVAILABLE	COFFEE BREAK SPONSOR \$5,000 1 AVAILABLE	STREAMING SPONSOR \$3,000 1 AVAILABLE	INTERVIEW SPONSOR \$3,000 1 AVAILABLE	CLOSING EVENT \$5,000 5 AVAILABLE
CONFERENCE PASSES (\$395 VALUE)	2/1	5/2	5/1	4/1	5	4		2	1	1	2	1	1	2
SPONSOR BANNER	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
SESSION SIGNAGE	YES	YES	YES	YES	YES	YES	YES	YES						YES
LOGO ON STREAMING VIDEO												YES		
LOGO ON INTERVIEW VIDEO													YES	
STEP & REPEAT					YES									YES
RECOGNITION VIDEO/SLIDESHOW	YES (3/1)	YES (3)	YES (3)	YES (2)	YES (3)		YES (1)	YES (1)			YES (1)			
ONE MINUTE VIDEO						YES								
INTRODUCE KEYNOTE SPEAKER			YES	YES										
INTRODUCE KEYNOTE SPONSOR							YES							
RESERVED SEATING AT SPONSORED EVENT			YES	YES		YES		YES						
TABLE TENTS		YES	YES	YES		YES	YES	YES	YES	YES	YES			
FULL PAGE AD IN PROGRAM	YES (MAIN SPONSOR)	YES	YES	YES	YES	YES								
HALF PAGE AD IN PROGRAM	YES (SUB SPONSORS)	YES (MFG. PARTNER)									YES			YES
QUARTER PAGE AD IN PROGRAM							YES	YES	YES	YES		YES	YES	
EXCLUSIVE NETWORKING AT VIP FOR FIRST HOUR					YES									
INTRODUCE SESSION SPEAKER								YES						
WEBSITE VERBIAGE	75 WORDS	75 WORDS	75 WORDS	50 WORDS	50 WORDS	50 WORDS	20 WORDS	30 WORDS	20 WORDS	20 WORDS	30 WORDS	20 WORDS	30 WORDS	30 WORDS



FEBRUARY 9 - 11, 2017
DENVER MARRIOTT CITY CENTER
DENVER, CO

Product Showcase Sponsorship Levels and Benefits (Thursday)

**Ask us about
the special Concierge
Sponsorships**

**FOR MORE INFORMATION VISIT
OUR WEBSITE AT WWW.NEWH.ORG**
or contact Jena Seibel, NEWH, Inc.
email: leadership.conference@newh.org
Questions, call: 800.593.6394

	PIKES PEAK \$2,500	ASPEN \$1,500	VAIL \$750	BRECKENRIDGE \$450
CONFERENCE PASSES (\$395 VALUE)	1	1	0	0
LC SPONSOR BANNER	YES	YES	YES	YES
PRODUCT SHOWCASE SIGNAGE	YES	YES	YES	YES
LISTING ON SPONSOR PAGE ON NEWH WEBSITE	YES	YES	YES	YES
PRIORITY PLACEMENT IN PRODUCT SHOWCASE	YES	YES		
LISTED ON ALL MAILED AND EMAILED LC COLLATERAL	YES	YES	YES	
PRODUCT IMAGE ON PRODUCT SHOWCASE COLLATERAL	YES			
QUARTER PAGE AD IN LEADERSHIP PROGRAM	YES			
QUARTER PAGE AD IN PRODUCT SHOWCASE SECTION OF PROGRAM		YES		
COMPANY NAME LISTED ON THANK YOU PAGE IN LC PROGRAM	YES	YES	YES	YES
WEBSITE VERBIAGE	20 WORDS	10 WORDS	0	0

Name: _____
 Company: _____ Title/Position: _____
 Address: _____ City, State Zip: _____
 Phone: _____ Fax: _____
 Email: _____ Website: _____
 NEWH Member? Yes No Chapter/Region: _____

- | | |
|---|---|
| <input type="checkbox"/> PRESIDENT'S DINNER \$40,000 | <input type="checkbox"/> SATURDAY LUNCHEON \$ 2,500 |
| <input type="checkbox"/> OWNERS' ROUNDTABLE \$15,000 | <input type="checkbox"/> BREAKFAST \$ 2,000 |
| <input type="checkbox"/> KICK-OFF KEYNOTE \$15,000 | <input type="checkbox"/> COFFEE BREAK \$ 5,000 |
| <input type="checkbox"/> SATURDAY KEYNOTE \$10,000 | <input type="checkbox"/> STREAMING SPONSOR \$ 3,000 |
| <input type="checkbox"/> VIP RECEPTION \$15,000 | <input type="checkbox"/> INTERVIEW SPONSOR \$ 3,000 |
| <input type="checkbox"/> FRIDAY SCHOLARS LUNCHEON \$10,000 | <input type="checkbox"/> CONCIERGE EVENTS \$ 2,500 |
| <input type="checkbox"/> MFG PARTNER Owners Roundtable \$ 7,500 | <input type="checkbox"/> MORNING FITNESS \$ 2,000 |
| <input type="checkbox"/> MFG PARTNER Kick off Keynote \$ 4,000 | <input type="checkbox"/> CLOSING EVENT \$ 5,000 |
| <input type="checkbox"/> MFG PARTNER Saturday Keynote \$ 4,000 | <input type="checkbox"/> PIKES PEAK \$ 2,500 |
| <input type="checkbox"/> SESSION SPONSOR \$ 4,000 | <input type="checkbox"/> ASPEN \$ 1,500 |
| <input type="checkbox"/> SATURDAY LUNCHEON \$ 2,500 | <input type="checkbox"/> VAIL \$ 750 |
| | <input type="checkbox"/> BRECKENRIDGE \$ 450 |

I, the undersigned, authorize NEWH, Inc. to use the above company name, logo, and photos on documents, signage, and advertisements related to the "Climb On" NEWH 2017 Leadership Conference event and other NEWH promotion. I also understand that by signing this form, I agree to ensure the payment for the event listed above will be made.

Payment for sponsorship: 50% due with signed Agreement and final 50% due January 1, 2017. I understand that failure to submit payment as outlined will result in the company's name being excluded from event material.

SPONSOR REPRESENTATIVE NAME (PRINTED) _____

SPONSOR REPRESENTATIVE (SIGNATURE/DATE) _____

Submission of Materials: Please submit logo in EPS/vector format to leadership.conference@newh.org upon signing this agreement for use in event marketing materials.

Entire Agreement: This Agreement and any exhibits (prospective-future action) and attachments are the complete agreement between the parties with respect to the subject matter hereof, superseding and replacing any and all prior agreements, communications, and understandings, both written and oral, regarding such subject matter. Pricing will be governed by NEWH, Inc., whether printed on paper or electronically. The Terms and Conditions of this Agreement will prevail over any contrary or inconsistent terms. This Agreement may only be modified, or any rights under it waived, by a written document executed by both parties.

NEWH CODE OF ETHICS

Members of the NETWORK OF EXECUTIVE WOMEN IN HOSPITALITY, INC. shall conduct themselves honorably so as to maintain the integrity of the organization. To that end, each member shall adhere to the following code of ethics:

1. Each member shall hold membership in the NETWORK OF EXECUTIVE WOMEN IN HOSPITALITY, INC. as a privilege and a responsibility and shall abide by the By-Laws.
2. Each member is obligated through personal and professional conduct to uphold and maintain beyond reproach the dignity of the NETWORK OF EXECUTIVE WOMEN IN HOSPITALITY, INC.
3. Each member shall recognize and respect the professional standards of the NETWORK OF EXECUTIVE WOMEN IN HOSPITALITY, INC. members and shall encourage the highest level of cooperation of the members.
4. No member shall use the position as Officer, Director or member of the NETWORK OF EXECUTIVE WOMEN IN HOSPITALITY, Inc. to gain purely personal advantages in advertising, merchandising, or promotion. Members are encouraged to use the initials NEWH after their names on business stationary and business announcements.
5. The name NETWORK OF EXECUTIVE WOMEN IN HOSPITALITY, INC. may be used officially only by the NETWORK OF EXECUTIVE WOMEN IN HOSPITALITY, INC. and its authorized chapters. An individual may, with the written approval of the NEWH, Inc Board of Directors of the NETWORK OF EXECUTIVE WOMEN IN HOSPITALITY, INC., use the name of the organization in connection with the sponsorship or co-sponsorship of an industry activity.
6. A member may not use the membership directory as a mailing list for commercial purposes nor permits its use by a nonmember for any purpose. NEWH mailing lists shall be available to other organizations within the Hospitality or related industries, only as approved by the NEWH, Inc Board of Directors and are not to be used for commercial purposes. List members may request in writing that their names be deleted from any mailing list provided to another organization.
7. Members who misrepresent their professional qualifications at any time will be subject to disciplinary action by the Chapter Board of Directors.
8. Any conduct which is detrimental to the best interests of the NETWORK OF EXECUTIVE WOMEN IN HOSPITALITY, INC. may result in disciplinary action by the NEWH, Inc Board of Directors.

Leadership

A member who is elected or appointed to one of these positions acquires a second set of rights and responsibilities, in addition to those which are theirs as a general member.

Rights

It is the right of NEWH, Inc. Leaders to:

- Receive adequate and competent direction and support from other leaders of the organization;
- Have the support and cooperation of the membership of the organization;
- Depend on the membership to accord them the courtesies of meeting protocol and group etiquette; and
- Expect support of the industry when organization sponsored events serve industry interests.

Responsibilities

As an NEWH, Inc. Leader it is their responsibility to:

- Know the duties of the position to which they were elected or appointed;
- Review the tenets and objectives of the organization;
- Review the NEWH, Inc. By-Laws and Board Handbook for policies of the organization and the position to which they were elected or appointed;
- Act with the care that a reasonably prudent person in a similar position would use to perform their duties under similar circumstances, and must perform their duties in good faith and in a manner they reasonably believe to be in the best interest of NEWH, INC.;
- Use disciplined judgment in making fiscal decisions;
- Refrain from engaging in personal activities which would injure or take advantage of NEWH, INC.;
- Not use their position of trust and confidence to further their private interests;
- Study and practice good leadership skills and techniques;
- Serve all members, not just a selected few; and
- Bring genuine interest, enthusiasm and sufficient time to their duties to discharge their responsibly.

They Will Not

- Realize secret profits or unfair gain through personal transactions with or on behalf of the NEWH, INC.;
- Compete with NEWH, INC. to its detriment;
- Usurp an opportunity of NEWH, INC.;
- Realize personal gain from use of material, non-public information; and
- Will avoid even the appearance of a conflict of interest.

NEWH Board Code of Ethics

As a member of the Board of Directors of NEWH, Inc. or any of its chapters, I will:

- Represent the interest of all the people served by this nonprofit and not favor special interest inside or outside the organization
- Not use the nonprofit or my service on the board for my own personal advantage or for the advantage of my friends, relatives or supporters
- Keep confidential information confidential
- Respect and support majority decisions by the board
- Approach all board issues with an open mind, prepared to make the best decisions for everyone involved
- Prior to election or appointment, disclose any personal, professional or legal matters that might reasonably cause embarrassment if subsequently associated with my NEWH leadership position, including without limitation any conviction of a felony or crime of moral turpitude, termination of employment for cause, and involuntary dismissal from a position of leadership in another nonprofit organization.
- Do nothing to violate the trust of those who elected or appointed me to the board or those served
- Focus my efforts on the mission of this nonprofit and not on my personal goals
- Never exercise authority as a board member except when acting in a meeting with the full board or as I am delegated by the board
- Consider myself a “trustee” of this nonprofit corporation and do my best to ensure that it is well maintained, financially secure, growing and always opening in the best interest of those we serve
- I have read, understand and agree to abide by this Code of Ethics

SUCCESSION PLANNING: NEWH, Inc. Board of Directors Eligibility Policy

NEWH, Inc. and its chapters are governed by the NEWH, Inc. Executive Committee, Board of Directors, and House of Delegates. The governing body is made up of representatives of all NEWH, Inc. chapters worldwide. Each member of the NEWH, Inc. Governing body shall:

- Know the duties of the position to which they were elected or appointed;
- Review the code of belief and objectives of the organization;
- Review the By-laws and the Procedure Manual for policies of the organization and the position to which they were elected;
- Act with the care that a reasonably prudent person in a similar position would use to perform their duties under similar circumstances, and must perform their duties in good faith and in a manner they reasonably believe to be in the best interest of the NEWH, Inc.;
- Refrain from engaging in personal activities which would injure or take advantage of the NEWH, Inc.;
- Not use their position of trust and confidence to further their private interests;
- Realize secret profits or unfair gain through personal transactions with or on behalf of the NEWH, Inc.;
- Compete with the NEWH, Inc. to its detriment;
- Usurp an opportunity of the NEWH, Inc.;
- Realize personal gain from use of material, non-public information;
- Will avoid even the appearance of a conflict of interest;
- Study and practice good leadership skills and techniques;
- Serve all members, not just a selected few;
- Bring genuine interest, enthusiasm and sufficient time to their duties to discharge their responsibly; and
- Understand the actions of the Executive Committee and Board of Directors and report back to the Chapter Board of Directors.

House of Delegates

The chapter representatives will sit in the House of Delegates, a non-voting section of the NEWH, Inc. Board of Directors. In addition to the above, the Delegate shall:

- Identify needs of chapters and flush out before bringing to the NEWH, Inc. Board of Directors;
- Participate in special focus groups; and
- Understand the actions of the Executive Committee and Board of Directors and report back to the Chapter Board of Directors

The delegate is elected for a two (2) year term and may hold the position of delegate for five (5) concurrent terms before leaving the NEWH, Inc. Board of Directors. Each chapter elects one or more delegates based on the number of members in good standing at the time of election. A member of the House of Delegates may run for a position on the NEWH, Inc. Board of Directors after serving two (2) years in the House of Delegates.

Board of Directors

The Board of Directors conducts the business of NEWH, Inc. at board meetings held three times per year. Each Director has responsibility for a specific area of the business of NEWH, Inc. and shall form a committee to help conduct that business. In addition to the above, the Director shall:

- Conduct the business of the organization;
- Establish a committee to help conduct NEWH, Inc. business and to create a larger knowledge base within the organization;
- Facilitate a minimum of two (2) conference calls per year with chapter board members; and
- Understand the actions of the Executive Committee and Board of Directors and report back to the Chapter Board of Directors.

The NEWH, Inc. Board of Directors is elected bi-annually from the seated board members and the members of the House of Delegates. To be eligible to hold a position on the Board of Directors, the person must have sat in the House of Delegates for two terms and not have been off the governing body for more than four (4) consecutive years. A member can only serve three (3)

consecutive terms on the Board of Directors.

Executive Committee

The Executive Committee of NEWH, Inc. conducts the business of NEWH, Inc. between the regularly scheduled board meetings. Officers of NEWH, Inc. are responsible for the Directors listed under them on the NEWH, Inc. Organizational Chart. In addition to the above, the Director shall:

- Conduct the business of the organization;
- Participate in semi-monthly Executive Committee meetings held via teleconference calls; and
- Provide leadership to those Directors in their immediate reporting relationship.

NEWH, Inc. Officers are elected bi-annually from the current Executive Committee and seated Board of Directors. To be eligible to hold a position on the Executive Committee, the person must have sat on the Board of Directors for one term (2 years) prior to running. A member holding an elected position Executive Committee can only serve three (3) consecutive terms.

TWELVE PRINCIPLES OF GOVERNANCE THAT POWER EXCEPTIONAL BOARDS

Exceptional boards add significant value to their organizations, making a discernible difference in their advance on mission. Good governance requires the board to balance its role as an oversight body with its role as a force supporting the organization. The difference between *responsible* and *exceptional* boards lies in thoughtfulness and intentionality, action and engagement, knowledge and communication. The following twelve principles offer **chief executives** a description of an empowered board that is a strategic asset to be leveraged. They provide **board members** with a vision of what is possible and a way to add lasting value to the organization they lead.

CONSTRUCTIVE PARTNERSHIP

Exceptional boards govern in constructive partnership with the chief executive, recognizing that the effectiveness of the board and chief executive are interdependent. They build this partnership through trust, candor, respect, and honest communication.

MISSION DRIVEN

Exceptional boards shape and uphold the mission, articulate a compelling vision, and ensure the congruence between decisions and core values. They treat questions of mission, vision, and core values not as exercises to be done once, but as statements of crucial importance to be drilled down and folded into deliberations.

STRATEGIC THINKING

Exceptional boards allocate time to what matters most and continuously engage in strategic thinking to hone the organization's direction. They not only align agendas and goals with strategic priorities, but also use them for assessing the chief executive, driving meeting agendas, and shaping board recruitment.

CULTURE OF INQUIRY

Exceptional boards institutionalize a culture of inquiry, mutual respect, and constructive debate that leads to sound and shared decision making. They seek more information, question assumptions, and challenge conclusions so that they may advocate for solutions based on analysis.

INDEPENDENT-MINDEDNESS

Exceptional boards are independent-minded. They apply rigorous conflict-of-interest procedures, and their board members put the interests of the organization above all else when making decisions. They do not allow their votes to be unduly influenced by loyalty to the chief executive or by seniority, position, or reputation of fellow board members, staff, or donors.

ETHOS OF TRANSPARENCY

Exceptional boards promote an ethos of transparency by ensuring that donors, stakeholders, and interested members of the public have access to appropriate and accurate information regarding finances, operations, and results. They also extend transparency internally, ensuring that every board member has equal access to relevant materials when making decisions.

COMPLIANCE WITH INTEGRITY

Exceptional boards promote strong ethical values and disciplined compliance by establishing appropriate mechanisms for active oversight. They use these mechanisms, such as independent audits, to ensure accountability and sufficient controls; to deepen their understanding of the organization; and to reduce the risk of waste, fraud, and abuse.

SUSTAINING RESOURCES

Exceptional boards link bold visions and ambitious plans to financial support, expertise, and networks of influence. Linking budgeting to strategic planning, they approve activities that can be realistically financed with existing or attainable resources, while ensuring that the organization has the infrastructure and internal capacity it needs.

RESULTS-ORIENTED

Exceptional boards are results-oriented. They measure the organization's progress towards mission and evaluate the performance of major programs and services. They gauge efficiency, effectiveness, and impact, while simultaneously assessing the quality of service delivery, integrating benchmarks against peers, and calculating return on investment.

INTENTIONAL BOARD PRACTICES

Exceptional boards purposefully structure themselves to fulfill essential governance duties and to support organizational priorities. Making governance intentional, not incidental, exceptional boards invest in structures and practices that can be thoughtfully adapted to changing circumstances.

CONTINUOUS LEARNING

Exceptional boards embrace the qualities of a continuous learning organization, evaluating their own performance and assessing the value they add to the organization. They embed learning opportunities into routine governance work and in activities outside of the boardroom.

REVITALIZATION

Exceptional boards energize themselves through planned turnover, thoughtful recruitment, and inclusiveness. They see the correlation between mission, strategy, and board composition, and they understand the importance of fresh perspectives and the risks of closed groups. They revitalize themselves through diversity of experience and through continuous recruitment.

NEWH/INDUSTRY CALENDAR

2016	Event	Location	Website
1-5 May	ARDA Convention and Expo	The Diplomat Resort & Spa, Hollywood, FL	http://www.arda.org
2-May	NEWH Founders Circle	Aureole @ Mandalay Bay	
3-May	NEWH, Inc. Board of Directors Meeting	Islander B @ Mandalay Bay Convention Center	
4-6 May	HD Expo	Mandalay Bay Convention Center, Las Vegas, NV	www.hdexpo.com
10-11 May	Caribbean Hotel & Resort Investment Conference	JW Marriott Marquis, Miami, FL	www.chrisconference.com
10-13 May	Maison & Object Americas	Miami Beach Convention Center, Miami, FL	www.maison-objet.com/en/americas
14-17 May	ICFF Int'l Contemporary Furniture Fair	Javitz Convention Center, New York, NY	www.icff.com
15-17 May	BITAC® Tech & Operations	Fairmont Southampton, Southampton, Bermuda	www.bitac.net/Event/TechnologyOperations/2016
16-17 May	Canadian Hotel Investment Conference	Fairmont Royal York, Toronto, ON, Canada	www.hotelinvest.ca
17-19 May	Hotel Show Saudi Arabia	Jeddah, Saudi Arabia	www.thehotelshowsaudiarabia.com
21-24 May	NRA Show	McCormick Place, Chicago, IL	https://show.restaurant.org
23-25 May	Boutique Design Hospitality Match	Hotel Omni Mont Royal, Montreal, QB Canada	http://hospitalitymatch.com/
23-26 May	Index Int'l Design Expo	Dubai World Trade Center, Dubai	www.indexexhibition.com
24-26 May	Clerkenwell Design Week	Clerkenwell, London	www.clerkenwelldesignweek.com
5-7 Jun	NYU Int'l Hospitality Investment Conference	New York Marriott Marquis, New York, NY	www.nyu.edu/hospitalityconference
6-7 Jun	Decorus	Hotel National, Moscow, Russia	www.decorusexpo.com
8-Jun	Boutique Hotel Investment Conference	Florence Gould Hall, New York, NY	www.cvent.com/events/2016-boutique-hotel-investment-conference/
8-Jun	HD Awards	New York, NY	www.hospitalitydesign.com/awards-events.shtml
13-15 Jun	NeoCon	Merchandise Mart, Chicago, IL	www.neocon.com
14-Jun	HD CitySCENE Washington DC	Washington DC	www.hospitalitydesign.com/awards-events.shtml
15-16 Jun	HD NextGen	Chicago, IL	www.hospitalitydesign.com/awards-events.shtml
20-23 Jun	HOTEC DESIGN	The Ritz-Carlton, Naples, FL	www.hotecglobal.com/design
21-23 Jun	The Facilities Show	Excel, London	www.facilitiesshow.com
23-Jun	Mixology Awards	Old Billingsgate, London	www.mixology-awards.com
26-29 Jun	Senior Lifestyle Design Match produced by HMG	Arizona Biltmore, Phoenix, AZ	www.boutiquedesign.com/content/hmg-launches-new-match-event-and-more
29 Jun-2 Jul	New Designers Part One	Business Design Center, London	www.newdesigners.com
6-Jul	BCFA Summer BBQ		www.thebcfa.com
17-19 Jul	BITAC® Purchasing & Design	Diplomat Resort, Hollywood, FL	www.bitac.net/
27-29 Jul	Boutique Design Summer Forum	Fairmont Sonoma Mission Inn, Sonoma, CA	
31 Jul - 4 Aug	Las Vegas Market	World Market Center, Las Vegas	www.lasvegasmarket.com
2-6 Sep	Maison & Object	Paris Nord Villepinte, France	www.maison-objet.com
3-10 Sep	Paris Design Week	Paris, France	http://www.maison-objet.com/en/paris-design-week
6-8 Sep	MoOD	Brussels, Belgium	www.moodbrussels.com
8-Sep	NEWH Regional Tradeshow-Washington DC	Bethesda North Marriott Hotel & Conference Center	http://newh.org/events/bethesda-newh-regional-tradeshow-2016/
8-11 Sep	China Int'l Furniture Expo/Office Furniture China	Shanghai, China	www.furniture-china.cn
13-Sep	HD CitySCENE New York	New York, NY	www.hospitalitydesign.com/awards-events.shtml
15-Sep	BCFA Networking Birmingham	Birmingham	www.thebcfa.com
17-19 Sep	The Hotel Show	World Trade Centre, Dubai	www.thehotelshow.com
17-25 Sep	London Design Festival	London, UK	www.londondesignfestival.com
18-21 Sep	Decorex Int'l	Syon Park, London	www.decorex.com
19-21 Sep	Boutique Design Fall Forum	Virginia International Raceway, Alton, VA	
19-22 Sep	Equipotel Brazil	Sao Paulo, Brazil	www.equipotel.com.br
20-Sep	HD CitySCENE Toronto	Toronto, ON Canada	www.hospitalitydesign.com/awards-events.shtml
21-24 Sep	100% Design	Olympia, London	www.100percentdesign.co.uk
22-25 Sep	DesignJunction London	London, UK	www.thedesignjunction.co.uk
22-25 Sep	Tent London	Old Truman Brewery, London	www.tentlondon.co.uk
26-29 Sep	The Lodging Conference	Arizona Biltmore, Phoenix, AZ	www.lodgingconference.com/
27-29 Sep	Global Gaming Expo (G2E)	Sands Expo, Las Vegas, NV	www.globalgamingexpo.com
28 Sep- 1 Oct	Abitare Il Tempo	Verona, Italy	www.abitareiltempo.com
3-5 Oct	The Restaurant Show	Olympia, London	www.therestaurantshow.co.uk
4-Oct	HD CitySCENE Miami	New York, NY	www.hospitalitydesign.com/awards-events.shtml
5-6 Oct	ICFF Int'l Contemporary Furniture Fair	Miami Beach Convention Center, Miami, FL	www.icffmiami.com
13-Oct	BCFA Networking Manchester	Manchester, UK	www.thebcfa.com
15-20 Oct	Highpoint Market	Highpoint, NC	www.highpointmarket.org

18-Oct	HD CitySCENE San Francisco	San Francisco, CA	www.hospitalitydesign.com/awards-events.shtml
18-19 Oct	Independent Hotel Show	Olympia, London	www.independenthotelshow.co.uk
20-23 Oct	Index Interiors & Design	Mumbai, India	www.ubmindexairs.com
24-26 Oct	Boutique & Lifestyle Leadership Symposium		www.blla.org/event/boutique-lifestyle-leadership-symposium-2016/
25-28 Oct	Downtown Design	Downtown, Dubai	www.downtowndesign.com
27-Oct	NEWH Regional Tradeshow-Dallas	Hyatt Regency Dallas, Dallas, TX	http://newh.org/events/dallas-newh-regional-tradeshow2016/
3-Nov	BCFA Annual Luncheon	London, UK	www.thebcfa.com
6-10 Nov	EQUIPHOTEL Paris 16	Place de la Porte de Versailles, Paris, France	www.equiphotel.com
8-9 Nov	NeoCon East	Pennsylvania Convention Center, Philadelphia, PA	www.neoconeast.com
12-Nov	NEWH, Inc. Board of Directors Meeting	Javitz Convention Center, New York, NY	
12-13 Nov	NEWH EC Strategic Wrap-up	Javitz Convention Center, New York, NY	
12-16 Nov	Decofair Saudi Arabia	Jeddah, Saudi Arabia	www.decofair.com
13-15 Nov	HX: The Hotel Experience	Javitz Convention Center, New York, NY	www.thehotelexperience.us
13-14 Nov	BDNY	Javitz Convention Center, New York, NY	www.bdny.com
14-Nov	Gold Key Awards	New York, NY	www.bdny.com/Content/Gold-Key-Awards-Gala/10_58/
15-Nov	Platinum Circle Awards	New York, NY	www.hospitalitydesign.com/awards-events.shtml
22-23 Nov	Sleep	Business Design Center, London	www.thesleepevent.com
30 Nov - 1 Dec	IIDEX	Toronto, ON Canada	http://www.iidexcanada.com
6-Dec	HD CitySCENE Dallas	Dallas, TX	www.hospitalitydesign.com/awards-events.shtml
2017			
Jan	BLLA Executive Women's Conference		
10-13 Jan	Heimtextil	Messe Frankfurt, Frankfurt, Deutschland	heimtextil.messefrankfurt.com
14-17 Jan	Domotex	Hanover Exhibit Grounds, Hanover, Deutschland	www.domotex.de/home
17-20 Jan	The Int'l Surface Event (Surfaces)	Mandalay Bay Convention Center, Las Vegas, NV	https://tiswest.com/
20-24 Jan	Maison & Objet	Paris, France	www.maison-objet.com/en/paris
22-26 Jan	Las Vegas Market	World Market Center, Las Vegas, NV	www.lasvegasmarket.com
23-25 Jan	ALIS	JW Marriott & Microsoft Theater, Los Angeles, CA	www.alisconference.com
7-9 Feb	Surface Design Show London	Business Design Center, London, UK	www.surfacedesignshow.com
9-Feb	NEWH, Inc. Board of Directors Meeting	Marriott City Center, Denver, CO	
9-Feb	NEWH Product Showcase	Marriott City Center, Denver, CO	http://newh.org/2017-leadership-conference/leadership-product-showcase/
9-11 Feb	NEWH Leadership Conference	Marriott City Center, Denver, CO	http://newh.org/2017-leadership-conference/
15-17 Feb	HD Summit	San Antonio, TX USA	www.hdsummit.com
21-23 Feb	Boutique Design Winter Forum	The Lodge at Vail, Vail, CO	
Mar	NEWH Regional Tradeshow-Orlando		http://newh.org/events-list/newh-regional-tradeshows/
7-10 Mar	Maison & Objet Asia	Marina Bay Sands, Singapore	www.maison-objet.com/en/asia
22-24 Mar	Hunter Hotel Investment Conference	Atlanta Marriott Marquis, Atlanta, GA	www.hunterconference.com/
26-30 Mar	ARDA World Annual Convention & Expo	Hyatt Regency, New Orleans	http://www.arda.org
6-7 Apr	BDwest	Los Angeles Convention Center, Los Angeles, CA	www.boutiquedesignwest.com/
22-27 Apr	Highpoint Market	Highpoint, NC	www.highpointmarket.org
May	Boutique Design Hospitality Match		
May	NRA Show	McCormick Place, Chicago, IL	
1-May	NEWH Founders Circle	Mandalay Bay Convention Center, Las Vegas, NV	
2-May	NEWH, Inc. Board of Directors Meeting	Mandalay Bay Convention Center, Las Vegas, NV	
3-5 May	HD Expo	Mandalay Bay Convention Center, Las Vegas, NV	
Jun	Boutique Hotel Investment Conference		
Jun	HD NextGen		
Jun	NEWH Regional Tradeshow-United Kingdom		http://newh.org/events-list/newh-regional-tradeshows/
Jun	NYU Investment Conference		
12-14 Jun	NeoCon	Merchandise Mart, Chicago, IL	
26-29 Jun	HITEC		
Jul	NEWH Regional Tradeshow-Hawaii		http://newh.org/events-list/newh-regional-tradeshows/
24-Jul	Boutique Design Summer Forum		
30 Jul - 3 Aug	Las Vegas Market		
Aug	NEWH Regional Tradeshow-San Francisco		http://newh.org/events-list/newh-regional-tradeshows/
Sep	Boutique Design Fall Forum		

Sep	Boutique Lifestyle Leadership Symposium		
Sep	NEWH Regional Tradeshow-Minneapolis		http://newh.org/events-list/newh-regional-tradeshows/
Sep	The Lodging Conference	Arizona Biltmore, Phoenix, AZ	www.lodgingconference.com/
Oct	NEWH Regional Tradeshow-Chicago		http://newh.org/events-list/newh-regional-tradeshows/
Oct	NEWH Regional Tradeshow-Seattle		http://newh.org/events-list/newh-regional-tradeshows/
14-19 Oct	Highpoint Market	Highpoint, NC	www.highpointmarket.org
11-Nov	NEWH, Inc. Board of Directors Meeting	Javitz Convention Center, New York, NY	
11-12 Nov	NEWH EC Strategic Wrap-up	Javitz Convention Center, New York, NY	
12-14 Nov	HX: The Hotel Experience	Javitz Convention Center, New York, NY	www.thehotelexperience.us
12-13 Nov	BDNY	Javitz Convention Center, New York, NY	www.bdny.com
13-Nov	Gold Key Awards	New York, NY	www.bdny.com/Content/Gold-Key-Awards-Gala/10_58/
14-Nov	Platinum Circle Awards	New York, NY	www.hospitalitydesign.com/awards-events.shtml
Dec	IIDEX		

NEWH BOARD OF DIRECTORS MOTION FORM

Date: May 3, 2016

Motion Number:

I, _____

Motion seconded by: _____

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

Notes on discussion: