



GOVERNING BOARD PACKET

2 MAY 2017

Meeting Room
ISLANDER BALLROOM B
NORTH CONVENTION CENTER

MANDALAY BAY CONVENTION CENTER
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

2 MAY 2017

Islander Ballroom B – North Convention Center, Mandalay Bay Convention Center, Las Vegas

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

Board of Directors Meeting

Thursday, 9 February 2017

12:00 am – 4:30 pm

Executive Committee	Trisha Poole Cynthia Guthrie	Brittany Johnson Fernando Diaz	Andrea Thomas Christine Wasmer	Leigh Mitchell Christine Tucker	Rebekah Ellis Julia Marks Helen Reed
Board of Directors	Becca Kundyssek Mary Ann Thornam Cindy Andrews	Stacy Costa Karen Gutowski Ron McDaniel	William Stuart Jordan McInturf Elizabeth Moore	Michael Smith Michelle Finn Stacy Rauhen	Chairs Lora Spran Sandy Banks Debbie McKelvey
House of Delegates	Tammy Adams Leslie Anderson Michelle Bass Nicole Brindle Brandon Brockmiller Morgan Brodey	Valentina Castellon Kyla Chambers Jen Conley Jennifer Delmas Anne Hiter Holly Johnson	Jodie Johnson Heather Lloyd Annette Lucille James Lyons Johanna Malen Shana McCullough-Downing	Monica Meade Elissa Murry Leena Nacy Sophia Nguyen Toby Polatsek Michelle Purcell	Karen Rains Angela Reed Amanda Tomlinson Christian Triana Jennifer Wellman Rachel Wilson Jonathan Young

- 12:00 pm Call to Order Trisha Poole
- 12:05 pm Establishment of Quorum Brittany Johnson
 - Presentation of Minutes and Motion to Accept
- 12:10 pm President’s Welcome Trisha Poole
 - Introduction of Guests
- 12:15 pm Financial Report Fernando Diaz
- 12:20 pm Strategic Planning Meeting at Milliken – Overview of Process Trisha Poole
 - IBoD Structure Changes Brittany Johnson
 - Appointed Chairs for New Initiatives
 - Awards / Top ID Cynthia Guthrie
 - Call for Stories Fernando Diaz
 - NEWH Video Guidelines Trisha Poole
- 12:50pm Discipline Report / Q&A with Vice Presidents & Directors Fernando Diaz
 - Finance / fundraising Andrea Thomas
 - Scholarship / scholarship Christine Wasmer
 - Education / continuing education, programming Leigh Mitchell
 - Development / membership, conferences, and digital marketing Chris Wasmer
- Call for motion on GreenVoice/Design Competition Funding
- 1:35 pm B R E A K
- 1:50 pm *Brain Storming ... Share what is happening in your chapter. What are new initiatives you would like to see? Review goals set in February for each discipline.*

SELECT THE DISCIPLINE YOU CHOSE IN FEBRUARY

 - Finance / fundraising
 - Scholarship / scholarship Education / continuing education, programming
 - Development / membership, conferences, and digital marketingFACILITATED BY:
Fernando Diaz
Andrea Thomas/
Christine Wasmer
Leigh Mitchell
- 2:30 pm B R E A K
- 2:45 pm Summary/Discussion of Breakouts
- 3:30 pm Canada Update Christine Tucker
- 3:40 pm United Kingdom Update Jonathan Young
- 3:50 pm Old Business Trisha Poole
- 4:00 pm New Business Trisha Poole
 - Introduction of NEWH ICON of Industry 2017 Fernando Diaz
 - NEWH Staff Changes Shelia Lohmiller
- 4:30 pm Motion to Adjourn

NEWH, INC. GOVERNING BOARD MEETING MINUTES

9 February 2017

NEWH Leadership Conference, Denver Marriott City Center, Penrose Room | Denver, CO

Executive Committee	Trisha Poole Cynthia Guthrie	Fernando Diaz Andrea Thomas	Andrea Thomas Christine Wasmer	Christine Tucker Julia Marks Helen Reed Michael Smith
Board of Directors	Becca Kundysek Mary Ann Thornam Sandy Banks	Lora Spran Cindy Andrews Karen Gutowski	Leigh Mitchell Jordan McInturf Elizabeth Moore	
House of Delegates	Michelle Purcell (AZ) Jennifer Wellman (ATL) James Lyons (AC-P) Jen Conley (Chicago) Anne Scherer (Chicago)	Jodie Johnson (Dallas) Leena Nacy (Houston) Tammy Adams (LA) Valentina Castellon (N.Cen) Annette Lucille (N.Cen)	Sophia Nguyen (N.West) Karen Rains (N.West) Kyla Chambers (RM) Johanna Malen (San Fran) Rachel Wilson (San Fran)	Jennifer Delmas (S.FL) Christian Triana (S.FL) Shana McCullough-Downing (Sunshine) Angela Reed (Sun) Monica Meade (DC)
Chapter Presidents	Kelly Bowen (ATL) Bruce Heins (AC)	Katie Popp (Chicago) Cheri Bargaen (N.West)	Chelsea Lawrence (RM) Terri Metzger (San Fran)	Candace Tejidor (S.FL) Pam Niemann (Sun) Kate Valder (DC)
Steering Chair	Anna Sveinbjornsdottir (South Carolina)	Derek Sousa (Vancouver)	Jessica Wasmer Northover (Orange County)	
Guests	James Adamson Brandie Adams Dallas Bentley Stacy Costa Christina Fluegel Dawn Garner Karlee Grangroth	Dominique Harper Marie Herr Alex Jones Karolyn Kirsch Mike MacFarlane Debbie McKelvey Will Michael	Janine Peluffo Kathryn Quinn Steve Rice Teri Schell Lexi Sosalla Brittany Spinner Julie Zweifel	Phoebe Stein NEWH, Inc. Staff: Shelia Lohmiller Leslie Wynne Kacey Sharp
Not in attendance	Rebekah Ellis Lorraine Francis William Stuart Michelle Finn Stacy Rauen Holly Johnson Elissa Murry	Toby Artman Heather Lloyd Brandon Brockmiller Michelle Seminaris Bass Morgan Brodey Nicole Brindle	Amanda Tomlinson Kimberly Bond Jonathan Young Jeffrey Sherman Shannon Vance Alison Gasser Lauren Ritter	Rachel Daus Westin Hammerstrom Tara Witt Dina Caruso Kelly Gaddes Tyler Toothacker

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

The meeting was called to order by President Trisha Poole at 8:00am 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: February 9, 2017

Motion Number: 1

I, Brittany Johnson, move to approve the minutes as presented from the November 2016 IBOD meeting.

Motion seconded by: Fernando Diaz

VOTE COUNT:

YEA: 11 NAY: 0 ABSTENTION: 0 STATUS OF MOTION: Carried: Defeated:

PRESIDENT – TRISHA POOLE

Discussion-Trisha Poole:

- Welcome everyone, wonderful to see such a great turnout
- Record breaking attendance (550-560); great accomplishment
- We are here to exchange information between chapters and for you to communicate details back to your boards
- Having guests in attendance is a wonderful opportunity
- We are here to hold an orderly business meeting and provide updates and support
- Welcome to our new Directors
- Cindy Guthrie - President
- Leigh Mitchell - VP Development
- Ballot for Director of Conferences (Ron McDaniel)

Scholarship Stories Video Project:-Trisha Poole:

- The video goes behind the scenes of scholarship

- Promotes people join NEWH to do something that makes a difference
- NEWH is huge, sometimes it's hard to see the benefits and highlights of scholarship between all of the endless volunteering, events and how hard all of you work
- At the end of the day, all of that creativity and energy is going towards scholarships; over 4.5 million to-date
- In 2016, \$475,000 in scholarships were awarded-that's a huge number
- We see the honorees take stage and their joyful moment but it's a tiny glimpse of what we're doing
- Andrea Thomas and Becca Kundyssek receive a more intense look at our International level scholarship applications through the scholarship process similar to our chapter scholarship directors
- We wanted everyone to have a glimpse into the process behind scholarship, primarily highlighting the students journey through NEWH and their winning scholarship
- Our first video production will be highlighted at Leadership Conference tomorrow
- The first in a series, features (3) NEWH, Inc. scholarship recipients (Fabric Innovations Legacy Scholarship, ICON of Industry, Harvey Nudelman)
- The intent is to use the video as a vehicle to feature Inc. and chapter winners; think about those great stories and who we could use
- This is going to be a long term goal for NEWH
- Break for viewing of Scholarship Stories video
- We're so proud to present this video and we are counting on our chapters to carry this torch forward
- Identify your recipients and stories, take video, images and submit to NEWH, Inc. for future productions
- The production company looked at bios, skype interviews, etc. to find our key players
- We're specifically looking for hospitality management students; we want our brands to understand our giveback to the industry
- This video is a gift, we want to hold the video close, it will have a timed release so that people are not tired out of seeing it
- When we invite high level executives to become engaged with NEWH this type of collateral is key in making a good flow for that process and future engagement
- We might use the Scholarships Stories video to engage others to participate in events like Owners Roundtable, Leadership, etc.
- Add this item to your discussions today, we will re-group at the end to discuss a roll-out plan
- All (3) featured students will be in attendance at Leadership Conference and will stand after the video is played
- This is a huge give back, hopefully it's a fulfilling reminder about the work you are doing

Open discussion:

- Powerful video that is very special and should be used and released strategically in a careful manner
- Use short term and long term release dates, perhaps use a trailer to gain interest and then release the full version
- It's a great piece to share with boards at the beginning of the year and strategically outside of our area through events
- Showcase at student/scholarship/mentoring events to promote awareness of scholarship and how NEWH can impact students careers/future
- Great piece for college outreach capabilities to drum up student involvement and interest in scholarships
- A lot of people don't understand the power of what we do, this is key to build the momentum within the chapter and outside through the industry, colleges, etc.
- Format with closed-caption would be beneficial for events where you don't have time or cannot access sound
- They will give us a version that can be posted on Facebook with captions and credits

Discussion-Julie Marks:

- Thank-you for being here today
- Your relation as a board member means that you are a representative of NEWH at every event
- We ask that you are following the code of ethics (must be signed annually and submitted to NEWH, Inc. office)
- We are a business and we take that role seriously
- Please ask us your questions as you move through your role
- NEWH Mission statement: NEWH is the premier networking resource for the hospitality industry, providing scholarships, education, leadership development, recognition of excellence, and business development opportunities. It's about Scholarship, Education, and Business Networking
- We anticipate record breaking numbers this year
- Membership increases: Rocky Mountain 37% increase, South Florida 24% increase
- Maintaining membership numbers is always a struggle
- 100% participation in our budget submittals, this is a very important annual process
- We are accountable to the government (we are a 501 c (3) nonprofit)
- We are accountable to the government (we are a 501 c (3) nonprofit)
- All required items must be received at the NEWH, Inc. office on time to stay in compliance with the IRS
- Over 4.5 million in awarded scholarships
- 2,073 scholarships awarded
- Please read the NEWH, Inc. staff reports in the board report; reach out with your questions
- Staff reports hold valuable information and answers
- Use your board report to ask questions so feedback can be provided
- Seek help from other chapters if you are struggling with an event, membership drive, etc. we're all here to help each other
- Quarterly discipline call schedules have been sent out; please attend this is your opportunity to discuss questions, address concerns while sharing gains and learning what other chapters are doing (attendance is required)
- UK World War II bomb found prior to event (postponed event) will hold again in February (most unique moment)
- We're all in this together for the benefit of NEWH and to help each other out, so please reach out

- NEWH Organizational Chart-handout (all board members names, positions, disciplines, contact information)

Comments-Trisha Poole:

- Directors report to your VP; VP's reach out to your Directors
- Take note of the lines of communication

TopID-Trisha Poole:

- Thank-you to all of the chapters who have been supporting and growing TopID, it has become very successful
- We are working to improve the TopID process
- The award is a beautiful, shelf worthy award that will be given to Anita Degen at the TopID panel during Leadership, this is the first award that has been made
- The panel serves as an opportunity to talk about TopID and present Anita with her award
- TopID is about boosting the designer membership within the local chapter
- TopID comes with criteria, people struggle with the subjective part of selecting the winning design
- Idea is to move towards a judging panel made up of executive/ownership panelists who will judge the entries
- There won't be names on anything, we will move forward with a fair judging process
- We want the award to be a high level award of honor, look for firms that are truly giving back to the industry through NEWH
- TopID banners are to be displayed at chapter events like a corporate partner banner (chapters do not pay for the banner)
- The designers are like our corporate partners, we want to recognize them on a special level
- The NEWH magazine will have additional TopID coverage
- NEWH, Inc. is putting together a local PR campaign to promote TopID within your local area
- More information, updated criteria, etc. will be available at the next board meeting in Las Vegas

Education Initiatives-Trisha Poole:

- BrandED first launch in Orlando, very successful
- Slow on the brand side, hard to get everyone committed to the schedule and secure involvement
- Everyone is excited about having it, we're asking for chapters patience as we roll this out
- DC Chapter can assist by asking Marriott to join our list
- Very viable concept, we're sharing in the excitement to move it forward

Women in Business-Trisha Poole/Elizabeth Moore:

- Another very successful event
- Needs to be tailored to the chapter
- Combination of mentoring, mentorship, fine line of assertiveness and being bossy
- Interesting program because it can be tailored to the chapter needs
- Talk about women in business, challenges, etc.
- We'll talk to the chapter and walk through what it looks like, determine the needs of the membership/attendees
- Held in conjunction with the tradeshow
- Very strong leadership offered at all levels with a mix to meet everyone's needs

2019 Leadership Conference-Trisha Poole:

- 2019 Location: South Florida Chapter (Miami)
- The committee had very strong contenders to select from
- We went through an application process of everyone submitting for their regions
- The EC reviewed selections, Leigh looked at options and the EC interviewed chapters throughout the process
- More details coming soon, keep it on your schedule

VP/FINANCE – FERNANDO DIAZ

Discussion-Fernando Diaz:

- Organization is doing very well, healthy financially
- Chapters are submitting their activity reports fairly well, some are still lagging behind
- Report of results of activity forms are due to the NEWH, Inc. office no later than 45-days after each event; this is mandatory for compliance
- The chapters need to realize that instead of holding 2 fundraising events every year to possibly hold one and do it extremely well
- One successful fundraising event will save on volunteer fatigue, burnout and keep the chapter moving ahead through a positive process
- The IRS rules state a 45% profit must be made on fundraising events
- As an organization we have occasionally allowed a 25% profit, when doing this it raises red flags and a lot of the chapters still do not come close to this number
- Review your budget as often as you can so there is clear communication to ensure you are within the rules
- It's better to cancel an event versus going in the hole
- Keep up the good work
- Nationwide Estate Sale: there are 18 chapters in our organization; 7 said they are not going to participate if you plan to participate please join the finance breakout group today

MOTION TO APPROVE 2017 BUDGET

Date: February 9, 2017

Motion Number: 2

I, Fernando Diaz, move to approve the 2017 budget as presented.

Motion seconded by: Julia Marks

VOTE COUNT:

YEA: 13 NAY: 0 ABSTENTION 0

STATUS OF MOTION:

Carried: Defeated:

VP/SCHOLARSHIP – ANDREA THOMAS

Discussion-Andrea Thomas:

- First scholarship awarded was in 1987 for \$3,000 (LA Founding Chapter)
- In 2016, awarded almost \$500,000; a huge increase
- Every chapter does their own fundraising and scholarships annually
- Chapter scholarships are open to hospitality interior designers (must have a hospitality focus and want a career in hospitality), hotel or hospitality management, architecture, culinary, senior living
- NEWH, Inc. level scholarships are open to anyone (as long as they meet the criteria) and are funded by sponsors typically (vendor sponsorships)
- Harvey Nudelman (Fabricut/FR One scholarship) was our first vendor sponsored scholarship, it is now a \$5,000 scholarship
- Fabric Innovations Legacy scholarship sponsored by Fabric Innovations is a very generous scholarship at \$10,000
- (2) Memorial scholarships Clifford Tuttle and Ken Schindler funded by incoming donations
- NEWH, Inc. vendor funded scholarships are typically \$5,000 or more
- NEWH ICON of Industry scholarship, we used to award (2) scholarships: (1) \$5,000, (1) \$3,500 honorable mention award; we now award (1) \$7,500 scholarship in New York at Gold Key annually
- Sustainable Hospitality Design Competition \$5,000 grad and undergrad winners (2) sponsors JLF lone meadow and Applied Textiles
- Product Design competition sponsored by Symmons is a \$4,000 scholarship which includes a faucet design competition
- NEWH criteria must be met first then other requirements are considered (design components)
- New scholarship: \$5,000 NEWH Leadership Conference scholarship (hospitality management students) to be awarded tomorrow (idea to award \$10,000 in 2019 with an internship connection to a major brand)
- Encourage your chapter students to apply for the NEWH, Inc. scholarships
- (2) female hospitality management scholarships; NEWH Women Leaders sponsored by HMG awarded annually at BDWest and BDNy

VP/EDUCATION – CHRISTINE WASMER

Discussion-Christine Wasmer:

- See handout-organizational chart helps to highlight areas of education
- Educational offerings started out as scholarship, as a separate category and blended in with mentoring, continuing education and sustainability
- Lora Spran is working with Mary Ann Thornam on sustainable initiatives
- Intent was to form a committee where chapter level people could serve providing membership with educational offerings
- First initiative was a webinar test run held in fall 2016; planning for (2) webinars to be held in August and October in 2017 (tentative dates)
- Webinar for the junior designer (level of professional development, spec writing, etc.)
- Secondary webinar would offer sustainable content
- Education mission statement: Advancement of education uniquely focused on hospitality, encompassing environmental, cultural, social, and global issues to its membership while providing the opportunity for continuing education units
- The idea is we're building an educational foundation and giving back to the membership by offering educational components
- CEU's will be solely hospitality focused

VP/DEVELOPMENT– LEIGH MITCHELL

Discussion-Leigh Mitchell:

- Welcome Leigh Mitchell our new VP Development
- Thank-you to the chapters for bringing so many people and delegates from your chapters to the Leadership conference
- Leadership is a great success and we love the numbers that we're seeing
- Hopefully everyone enjoys their time in Denver, thank-you for being here

Discussion-Cindy Guthrie:

- Discipline calls are so important, please attend
- Great exchange of information, discussion on programming and hospitality and how they tie in together to new members and events
- Important to make new and existing members feel important and welcome at all times
- We do not sell at any event, everyone needs to feel comfortable in their set social environment, keep it peaceful amongst attendees
- Together we can grow the value of NEWH membership
- The breakout groups and discipline calls drive some great ideas and your continued attendance helps grow those ideas

Discussion-Helen Reed:

- Helen Reed has been assisting with digital marketing (page 53 in board packet)
- Please read through guidelines in board report

- If your chapter does not have an Instagram account, please start one
- NEWH has received a great response on Instagram
- Like @NEWHInc
- Guidelines are being updated (only 2 people should have rights to the chapters' postings); do not post political views, etc.
- We're requesting chapters to hold off on opening a SnapChat account, please wait and address your questions with Helen; we're looking at rules and guidelines as a nonprofit how to utilize SnapChat appropriately to meet the needs of our organization
- Facebook guidelines are coming soon
- Post three times a week with Instagram, post invitations not just pictures

Discussion-Michelle Finn/Cindy Guthrie:

- Michelle Finn has offered only new NEWH members to attend BDwest and BDNY without a cost
- This is a first-time trial offer that will be offered for 1-year for new memberships only
- Hoping to gain more hospitality interest
- Marketing details will be distributed to chapters soon
- New members will be given a code to apply to their membership application during the application process
- It's a win win for all of us and a great add on for membership drives for all of the chapters
- The concept came from a previous breakout session, thank-you to Michelle Finn and Cindy Andrews for the idea and involvement
- This is an amazing benefit for new members
- Anyone who joined in November of 2016 or after will receive a code allowing them to register for free at BDwest or BDNY or for both
- It would be great for BD to market the membership offer on their website for additional coverage

MENTORSHIP – SANDY BANKS

Discussion-Sandy Banks:

- Exciting to have a board meeting so early in the year, great opportunity for chapters to plan out their year of initiatives and events
- Chapter Presidents received an email last week asking who they would like to place on their panels, what kind of events are they interested in having and when
- Would love 20+ chapters to participate this year
- Matt Deshantz is assisting with the program and visiting chapters for implementation
- Mentoring should be a part of annual chapter events every year
- We can tailor make your chapter event to meet the interests of your membership
- Chapters need to bring in young professionals and fold them into NEWH while being more inclusive of our your professionals
- This is a fairly new initiative, it's had a slow start so any questions along the way please reach out at any time
- Held first event in DC over a year ago, the event taught us a lot so we could move forward in the right direction
- The event can meet the disciplines within your membership, we invite students and young professionals to attend, the students/young professionals can then connect with the professional for 6-months following the event for additional support

Questions:

- Dallas held mentoring event last year with junior level participants, it was a very successful event

BREAK OUT: Group Discussions Overview/Questions

Trisha Poole: Break-Out Sessions:

Select your discipline

Each group should use their initial scope document with goals/timelines

Take good notes within your group

We want to see movement and progress after utilizing the goals from each group and today please provide your year-end report

1. Finance/fundraising
2. Scholarship/scholarship
3. Education/continuing education, mentorship, sustainable hospitality
4. Development/membership, conferences, digital marketing

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

Email your notes to Shelia shelia.lohmiller@newh.org

BREAK OUT: Group Reports

Finance:

- Estate Sale; not much participation, some boards are still considering
- If your chapter is holding this event be sure that it's held in a high traffic area
- You can advertise for a reasonable rate through local classifieds ad, Craigslist, Facebook, etc.
- This is a great community tie-in event
- Gather quality items for sale, tax receipts will be provided as well as logos and general marketing rules
- A guideline of do's/don't will be available
- If your chapter is not participating this year, discuss with your board the possibility of holding the event next year
- TopID, make it an elevated event and focus on member participation
- Focus the event on the company not just at TopID events but all chapter events

- NEWH, Inc. will provide guidelines on future TopID selection process so that we're all on the same page
- IIDA and ASID are holding a joint Estate Sale, some chapters might pair up with IIDA and ASID to participate in this event
- Discussed smaller events that can bring in additional funds for the chapter
- Culinary event with students, having different stations while making food, this is a great tie-in to your culinary community to help bring in more local culinary students to your chapter (this would be a paid event)

Development:

- Concentrated conversation on memberships and sponsorships
- Membership drives: push individual and business chapter level memberships
- Corporate partner sponsorships are full with about 57 companies on the current wait list
- CP sponsorship levels range from \$18,000-\$33,000
- We don't want to expand our Corporate Partner sponsorship levels: we want to ensure we can deliver the benefits as promised
- Spaces in regional trade shows, etc., if we gave that to everyone we would have the same people at every tradeshow
- NEWH prides itself on that fact that everyone is equal
- Always promote that there are other sponsorship opportunities companies can become involved in
- Thought of a legacy CP sponsorship level (a company who has been a CP for over 10 years)
- Lower level sponsorship idea where you receive 2 regional tradeshow per year or you get to pick your spot first
- Have a design firm corporate level membership for all design offices to encourage more designers to become members
- Increase your membership, for every event you have by offering a sign-up today member price, at the event you can buy your membership otherwise people want to buy it later and forget about it and never join
- Chapters be sure to place your full calendar for events on the website ahead of time so companies know what might be available for future sponsorships
- Need testimonials from designers what NEWH membership means to them

Education:

- Discussed difference between BrandEd, Women in Business, Mentoring
- Find ways to get other chapters involved in bringing in brands to participate
- Women in Business, looking for CEO's and members to assist with promoting NEWH
- Brainstormed ways to involve a variety of people for mentoring through educational sessions, portfolio reviews, etc.
- Mentoring is about getting the students to come back and get the NEWH buy in
- We need more engaged students, the idea to pair students with a mentor to help with follow through is key
- Mentors are out there, the ones who are above your level are most likely the ones who want to participate and be involved
- We want to try to put together more events that would tie the brands in without having a conflict of interest
- Talked about holding larger profile events to make it a powerful draw and increase involvement
- Found that scholarship and portfolio reviews are hard to do at beginning of year but they are easier to hold at the end of the semester when the students can be more prepared
- Follow up with your scholarship winners, reach out to Inc. to obtain a list of past winners and update their information and reach out to them for future events and involvement
- Hold smaller dinner events, a lot of students are not comfortable with being in front of a crowd to give their speech
- When scheduling your annual events, be sure to check school schedules, finals, etc.
- Hold meetings that are closer to the colleges
- Utilize Skye portfolio reviews with the students to promote engagement and involvement
- Offer webinars for designers to obtain the resources and information they need when they first start at a firm
- Any time you have an opportunity to reach out to owners let Inc. know so further communication can be started

TopID:

- Originally created to help increase designer participation at the chapter level and encourage NEWH membership
- Companies can contact NEWH, Inc. office for a list of TopID's
- Working on general framework and mission of how we should approach TopID awards at the chapter level
- Mission statement: These are the top design firms who produce quality work, who push the hospitality industry forward, for those firms, that find the time to give back to the industry through NEWH
- Create criteria, checklist or point base system for chapters to judge incoming projects, to consider things like: NEWH membership, number of years of membership, active membership, do they serve on a board or on committees, are they chapter business members, are they participating and showing up at events, number of hospitality projects completed in the last 18-months, how many of them, are the projects noteworthy and meaningful, what publications have they been featured in, do they have an internship program, do they give back to students, must have a key statement from the firm
- The chapter would forward on their top 5 or 6 choices to the selected judging panel
- The panel should consist of a mixture of people designer, educator, etc.
- Companies will need to fill out an online nomination form
- Submitted imagery of completed projects must be clear and have requirements
- Trying to keep the program and process clean and simple, not to mention equal for all who participate
- The idea is to continue to expand the program while increasing the meaning of the program
- Refining process to include the tools chapters will need to move it forward
- After the chapters top 3 are selected, it's up to you to express your creativity when planning to celebrate your winners
- A review with a different panel would then select the final Top 10 selections, those selections would then be promoted at 2019 Leadership Conference
- Each award will cost the chapter \$100, Hubbardton Forge and Swarovski Crystal are underwriting the balance of the cost, please thank

them for their contributions to our TopID program

- When you plan your celebrations, we ask that if Hubbardton Forge can come to your event that they are allowed to hand the award to the winner
- Posted criteria will hit the NEWH website in June/July with an August deadline; finalists determined in September (final names released at BDNV)
- It's truly up to the chapter how they want to celebrate
- The award is a requirement for every chapter moving forward; chapters that had different awards made would need to discontinue those awards and go with the standardized award
- We want TopID framework in place by May

INTERNATIONAL RELATIONS | CANADA – CHRIS TUCKER

Discussion-Chris Tucker:

- Very proud of Vancouver, they have (4) people in attendance today
- Santiago Arcila (Vancouver) is featured in the NEWH Scholarship Stories video
- Vancouver is a regional group with so much energy
- We always talk about board fatigue and all of those things that happen but it's amazing when you have good energy on a board
- Vancouver does not have great membership numbers but they do have lots of sponsorship money and amazing events and a large amount of student members
- The whole hospitality industry shows up for their events, Toronto cannot get that kind of involvement
- Toronto is having board fatigue right now, everyone needs to know that chapters go through that phase
- Get new blood in your boards to keep them fresh, everybody gets tired when only a few people are carrying the flag
- Look beyond the flag, get those who are not engaged to find their purpose and become engaged again
- There's been discussion how to get designers to be members, you've got to bring them on, TopID is giving them a reason to be involved
- Get a relationship going with others, wrap them in and bring them to an event for future engagement
- Once you're all a part of this family, you get it, so it's up to you to bring those people on the sidelines in

INTERNATIONAL RELATIONS | UK – REBEKAH ELLIS

Discussion-Rebekah Ellis:

- Tradeshow set for June 20th working out details with scholarship award
- Hard to get designers to participate, TopID will add a new twist
- Looking forward to the tradeshow
- Lots of competition with other networking groups, hard to squeeze events in and expect good attendance
- Trying to keep everyone motivated to come out for events
- Would appreciate any advice about the tradeshow, we're hoping to make a big impact within the UK

NEW BUSINESS | TRISHA POOLE

New Business-Trisha Poole:

- NEWH Leadership Conference is all about the relationships, meeting new people and creating your own kind of fun
- Make time to join a group, try something different, engage as much as you can
- The friendships are incredible and that's how we open the door for each other to grow, so please make that time available
- Thank-you for being here
- We are going to go back to our production company and work on producing a trailer; stay tuned for further implementation
- Please greet our scholarship recipients today

New Business-Member Directory-NEWH website:

- Log onto the NEWH website (call NEWH, Inc. office if you cannot log in)
- Click on "my account"
- Edit your profile; change your password, etc.
- If your company information changes let NEWH, Inc. know
- The interior page has been updated
- Company, professional profile, education, past work, personal profile, etc. all areas you can complete
- Only add your cell phone if you want it displayed
- Linked to LinkedIn, Facebook, Twitter pages
- Don't use specific years when you write your personal profile, it will save you from updating constantly
- Your professional profile should be marketing you, not the company you work for and it should be displayed on the chapter page
- Share your NEWH resume, your involvement and what it means to you being a NEWH member, how you're involved in your local chapter, etc.
- Send NEWH, Inc. the headshot you would like used
- This is a huge perk to help draw in new members and tie in another social avenue

MOTION TO ADJOURN

Date: February 9, 2017

Motion Number: 3

I, Fernando Diaz, move that the meeting be adjourned at 12:30pm

Motion seconded by: Julia Marks

VOTE COUNT:

YEA: 11

NAY: 0

ABSTENTION:

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

2017 GOALS

1. Further the mission of NEWH.
2. Continuation and Refinement of 2016:
 - a. 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.

2017 Follow up: Participate in a Leadership Conference Wrap Up session to identify improvements that can be made for next conference and outline schedule, goals, feature speakers and key team members for the 2019 Leadership Conference.

Work with NEWH Inc. and PR consultant to identify key functions and tasks that may be beneficial beyond the Leadership Conference to further the momentum of the conference and strengthen Ownership alliances.

- b. 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.

2017 Follow through: Elevate the quality of the NEWH Magazine to maintain brand awareness and draw new interest. Participate in planning and efforts to make the Top ID nominations more credible and highly respected within the industry.

Develop a schedule and outline for updating and releasing future NEWH videos that communicate our core mission. Source the best locations and ways to make this valuable tool available to our chapters and total audience.

- c. Build a higher awareness of NEWH and the mission of scholarships.

2017 Follow up: Work with VP of Scholarship and NEWH Inc to define the best way to continue to promote our exceptional talent discovered through our scholarship programs and incorporate them in our annual video program.

3. Transition:
 - a. In this last year of Presidency, I will strive to pass on knowledge and information as it relates to my role as President and any events or efforts I have been involved in. It will be my mission to make my transition to Past President a smooth process and support the Incoming President to the best of my ability.
 - b. As I work with the President Elect this year it will be my goal to identify an important project or efforts that I can begin to work on as I enter my new role as Past President that will support her goals for 2018-2019.

PRESIDENT ELECT

CYNTHIA GUTHRIE

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.

2017 GOALS

2017 GOALS

- Absorb & immerse in all the knowledge of the President position from Trisha Poole. Learn more about initiatives I can assist with.
- Learn the Inc. admin office policies and procedures.
- Get an understanding of each chapter's history, needs, & challenges.

STEPS TO ACHIEVE GOALS

- As applicable, dedicated time with Trisha Poole to review details or the organization.
- As applicable, dedicated time with Shelia Lohmiller and admin staff to learn how I will interface with the Inc. office, understand policies and procedures.

LONG TERM GOALS FOR THIS POSITION (AS I MOVE INTO PRESIDENT POSITION)

- Evaluate - Where we are? Where we want and/or need to be? How do we get there?
 - Financials
 - 5 year Business plan
 - International Chapter Expansion

- Brand Identity / Industry Awareness

- o Hotel Management/Owners/Brands
- o Associations
- o Media
- o Universities/Educators

- Is there opportunity to align with large recognized industry associations thru advocacy? This would not include lobbying legislation.

- What associations & what advocacies are best for NEWH to align with?

- What are the pros & cons of an NEWH Advisory Board?

- Scope document in works - to establish criteria & selection of Advisory Board members

OTHER REPORT ITEMS

- In development – advisory council however we have not officially named it. We talked about testing this with a select few by invitation only. Trudy Craven provided guidance on time span and questions. 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 "advisors," qualifications, commitment by "advisors," etc. Current Objective: To seek advice for NEWH

from high level industry professionals, understand industry perception of our organization and gather/exchange ideas for NEWH to develop this organization for the future. Update – Still

in works and ideas from cross initiative may feed into this council.....to fresh to update further. Hope to have more to report by next IBOD.

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.
- Provide mentorship and guidance to the chapter secretaries as needed

NO UPDATE PROVIDED FOR THIS REPORT

OTHER REPORT ITEMS

- See below for a few of the top pieces of advice for the role of Secretary:
 1. Let's start the year off right, make it as goal to get your meeting minutes approved at the very latest the next board meeting. Minutes should take no longer than 1 month to send into the Inc. office.
 2. If possible, have a localized place to store board minutes for future reference.
 3. 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.

4. 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.

2017 GOALS

- See below for goals for the role of Secretary:
 1. For the International Board Meeting in May – the secretary will produce a short presentation to inform the Delegates about the strategic planning and overall direction for NEWH Inc.

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	
AC/Philadelphia														
Chicago	Yes	Yes											Yes	
Dallas	Yes	Yes											Yes	
Houston													Yes	
Las Vegas	Yes												Yes	
Los Angeles	No Mtg	Yes											Yes	
New York	Yes													
North Central	Yes	Yes											Yes	
Northwest	Yes	Yes											Yes	
Rocky Mountain	Yes	Yes											Yes	
S. Florida	Yes	Yes											Yes	
San Francisco Bay	Yes	Yes											Yes	
Sunshine	Yes												Yes	
Toronto		Yes											Yes	
UK	Yes												Yes	
Washington, DC	Yes												Yes	
Regional Groups (Minutes once a quarter)														
New England	No Mtg	Yes												
Orange County														
Pittsburgh	Yes													
Vancouver														

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)	2011	2012	2013	2014	2015	2016	2017	2018
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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)	2011	2012	2013	2014	2015	2016	2017	2018
ARIZONA	In person 12/1/11	Webinar	In person 12/6/12	Webinar	Webinar	In person 2/20/16	Webinar	Webinar
ATLANTA	Webinar	In person 3/10/12	Webinar	Webinar 1/7/14	In person 10/18/14	Webinar	Webinar	In-person
ATLANTIC CITY	In person	In person 2/25/12	Webinar	Webinar	In person 2/14/15	Webinar	Webinar	In-person
CHICAGO	In person 10/23/10	Webinar	In person 10/27/12	Webinar	Webinar	In person 11/14/15	Webinar	Webinar
DALLAS	In person 10/8/10	Webinar	In person 3/15/13	Webinar	Webinar	In person 11/20/15	Webinar	Webinar
HOUSTON	In person 10/7/10	Webinar	Webinar	In Person 2/8/2014	Webinar	Webinar	In-person 3/26/17	Webinar
LAS VEGAS	In person	In person 1/28/12	Webinar	Webinar	In person 1/10/15	Webinar	In-person 2/18/17	Webinar
LOS ANGELES	Webinar	Webinar	In person 2/9/13	Webinar	Webinar	In person 1/9/16	Webinar	Webinar
NEW YORK	In person	In person 2/11/12	Webinar	Webinar	In person 2/28/15	Webinar	Webinar	In-person
NEW ENGLAND REGION			Webinar 2/13/13	TBD based on need	Webinar 1/12/15	TBD based on need	TBD based on need	TBD based on need
NORTH CAROLINA REGION	TBD based on need	Webinar 4/26/12	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 3/5/11	Webinar	Webinar	In person 1/11/14	Webinar	Webinar	In-person 12/3/16	Webinar
NORTHWEST	In person	In Person 12/2/11	Webinar 11/28/12	Webinar 11/6/13	In person 12/13/14	Webinar 2/29/16	Webinar	In-person
ORANGE COUNTY REGION (as needed)	TBD based on need	TBD based on need	TBD based on need	Webinar 1/13/14	TBD based on need	TBD based on need	TBD based on need	TBD based on need
PITTSBURGH REGION					Webinar 11/18/15	TBD based on need	TBD based on need	TBD based on need
ROCKY MOUNTAIN	Webinar	Webinar	Webinar 2/12/13	In person 2/27/14	Webinar	In person 1/11/16	Webinar	Webinar
SAN FRANCISCO	In person 2/26/11	Webinar	Webinar 2/5/2013	In Person 11/16/13	Webinar	Webinar	In-person 10/16/16	Webinar
SOUTH FLORIDA	In person	In person 1/21/12	Webinar	Webinar	In person (not scheduled)	In person 1/29/16	Webinar	Webinar
SUNSHINE	In person 2/5/11	Webinar	Webinar 11/15/12	In person 10/18/13	Webinar	Webinar	In-person 3/5/17	Webinar
TORONTO		In person 10/15/11	Webinar 11/20/12	Webinar 11/19/13	In person 12/6/14	Webinar 12/8/15	Webinar	In-person
UNITED KINGDOM	Webinar	Webinar	Webinar	In person 10/1/14	Webinar	Webinar	Webinar	Webinar
VANCOUVER REGION (as needed)	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
WASH DC	In person	In person 2/16/12	Webinar	Webinar	In person 3/12/15	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

2017 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 (**MUST IMPORTANT**)
- Participate in all discipline calls (**VERY, VERY IMPORTANT**)
- Maintain or cause to maintain Strategic Plan
- Nationwide "Estate Sale" – **We have cancelled this event due to many conflicts. If any chapter is interested in doing this event, please let me know and we will forward the necessary guidelines**

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. **Missing signature cards from: AC/Philadelphia, Dallas, NY, LA, SF & So Florida**

LONG TERM GOALS FOR THIS POSITION

- Ensure all chapters KNOW what is expected in way of reporting
- Produce Signature NEWH Fundraiser in 2017 and beyond – **we will be looking at producing a NEWH Inc. event in 2020**

OTHER REPORT ITEMS

- QuickBooks online is doing great as well as the mobile payments for door sales, etc.
- Last year Chapters transferred a total of \$345,196 from fundraising events into scholarship accounts
- We are a very financially strong organization. Good problem to have.
- For the most part all the budgets are in, with the exception of AC/Philadelphia and New York, if you need assistance, please let NEWH, Inc. know
- 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
- **RESULTS OF ACTIVITY REPORTS MUST BE SENT INTO INC. OFFICE WITHIN 45 DAYS AFTER THE EVENT**

BANK BALANCES		
account balances as of 3/31/2017		
General		\$ 457,301.72
Scholarship		173,578.70
Cliff Tuttle Scholarship		22,377.00
Ken Schindler Scholarship		19,375.00
Money Market (cash reserve fund)		389,744.05
Long Term Reserve Account (money market acct receives higher interest than CD)		300,450.23
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 72,198.52
NEWH, Inc. acct. in London		US 25,000.00

Chapter	Annual Budget Rec'd	Statement from Bank	Updated Signature Cards	Current on tax matters for 2016	2017 to date Fundraising %***	2017 Regional Tradeshow Monies transferred to Scholarship Acct	2017 Fundraising Monies transferred to Scholarship Acct	Checking Bal	Date	Mutual Fund	Scholarship Bal	Date	Mutual Fund	CD	Date
Arizona	X	X	X	X				11,049.67	3/31/17		10,477.22	3/31/17			
Atlanta	X	X	X	X				75,357.56	3/31/17		72,822.54	3/31/17			
Atlantic City		X		X				27,688.55	3/31/17		11,309.24	3/31/17			
Chicago	X	X	X	X				112,640.34	3/31/17		92,788.94	3/31/17			
Dallas	X	X	X	X				64,987.49	3/31/17		96,660.56	3/31/17			
Houston	X	X		X				20,278.94	3/31/17		51,730.39	3/31/17			
Las Vegas	X	X	X	X				90,752.45	3/31/17		109,559.35	3/31/17			
Los Angeles Founding	X	X		X				63,181.18	3/31/17		129,618.70	3/31/17			
New York		X		X				109,296.35	3/31/17		134,464.80	3/31/17			
North Central	X	X	X	X				34,897.15	3/31/17		37,678.45	3/31/17			

Northwest	X	X	X	X	76,552.59	3/31/17		47,417.87	3/31/17		
Rocky Mountain	X	X	X	X	46,842.12	3/31/17		32,165.58	3/31/17		
San Francisco Bay Area	X	X	X	X	88,418.23	3/31/17		122,008.22	3/31/17		
South Florida	X	X	X	X	37,628.80	3/31/17		38,259.26	3/31/17		
Sunshine	X	X	X	X	67,610.45	3/31/17		63,034.86	3/31/17		
Toronto	X	X			22,895.34	3/31/17	25,492.61	2/3/17	1,199.81	2/3/17	13,256.16
United Kingdom	X	X			5,888.60	12/31/16		4,324.70	12/31/16		
Washington DC Metro	X	X		X	215,383.79	3/31/17		63,871.23	3/31/17		40,093.59
Regional Groups											
Hawaii					-			21,851.75	3/31/17		
New England					9,951.60	3/31/17		16,350.66	3/31/17		
North Carolina					8,572.23	3/31/17		6,477.29	3/31/17		
Orange County					1,644.83	3/31/17		45,925.28	3/31/17		
Pittsburgh					7,624.93	3/31/17		14,747.05	3/31/17		
San Diego					500.09	12/31/16		23,207.35	12/31/16		
San Diego								19,301.78	3/31/17		
Vancouver											
Virginia								12,068.39	3/31/17		

2016 FINANCIAL SPREADSHEET

		INCOME	EXPENSE
President		-	5,340.24
President Elect		-	1,656.90
Past President		-	0
	Founders Circle	-	2,500.00
Executive Adviser		-	1,037.40
Secretary		-	929.91
	Board Training	-	4,470.21
Vice President Finance		-	2,293.66
	Fundraising	16,790.11	614.00
	Travel / Delegate	-	5,528.48
Vice President/Scholarship		-	776.66
	Scholarship	506.00	2,456.59
	Clifford Tuttle Scholarship	-	440.20
	Ken Schindler Memorial	5,000.00	341.40
	NEWH Leadership Scholarship	-	5,528.40
	ICON Scholarship	-	341.40
	Sustainable Scholarship	10,500.00	10,192.00
	Vendor Scholarship	15,000.00	13,752.02
	Women Leaders in Hospitality Scholarship	10,000.00	5,569.60
Vice President/Education		-	428.13
	Continuing Education	-	876.77
	BrandED	-	16.43
	ED Online	-	-
	Mentorship	-	46.95
	Sustainable Hospitality	15,000.00	2,873.20
	Women In Business	-	-
VP/Development		-	1208.24
	Leadership Council	-	-
	Membership	196,714.83	83,204.25
	NEWH Conferences	103,217.26	318,905.18

	Digital Marketing	-	-
Administration		1,535.33	262,209.57
	Corporate Partner Development	353,710.00	5,616.69
	Marketing	-	-
	NEWH Awards	-	17,226.00
	Tradeshows/USA	-	24,491.76
	Tradeshows/other	-	-
	Tradeshows/Regional	564,554.86	246,451.57
	NEWH Governing Board Mtg.	-	8,174.65
	Website	9,575.00	7,270.55
	Publications	-	2,285.99
	Reserve Acct.	-	16,666.00
	Bank/Credit Card	-	600.06
		1,302,103.39	1,062,321.06

2017 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
Bernhardt Hospitality	Patron	2012
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
Brintons	Supporting	
Electric Mirror	Supporting	2008
Enduratex	Supporting	2015
Fabric Innovations	Supporting	2011
Karndean DesignFlooring	Supporting	2011
Kimball Hospitality	Supporting	1994/2016
Lexmark + Hospitality	Supporting	2008
Lily Jack	Supporting	2011
Mandy Li Collection	Supporting	2011
Masland Hospitality	Supporting	2001
MityLite	Supporting	2017
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

KAREN GUTOWSKI

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 UPDATE PROVIDED FOR THIS REPORT

TYPES OF FUNDRAISING EVENTS

- Bowling
- Golf
- Silent Auctions
- Live Auctions
- Estate Sales
- Manufacturers/Rep/Designer Combination Events
- ...more to come

TIMEFRAME OF EVENTS

- Fundraising Events are conducted all year round
- Some chapter Events overlap with other chapters
- Need to develop national fundraising calendar and publish to all chapters

SPONSORS

- Corporate sponsors – work with Jena at Inc office to better coordinate
- Local sponsors – chapter sponsors/events sponsors
- In-Kind sponsors

- Encourage chapters to thank sponsors at all events
- Assist chapters in securing sponsorships for their events

RESOURCES

- Develop more resources to assist chapters in their fundraising efforts
- Develop comprehensive document on all aspects of how to hold a fundraiser
- Encourage chapter wide involvement in all fundraising efforts
- Designers – an invaluable resource to secure sponsorships
- Reps – great tools for distributing chapter information to design firms, purchasing companies, etc.
- Students – great resources to secure volunteers and inform students of NEWH Scholarship opportunities
- NEWH, INC Chapter Board Resource Directory
- Managing and Monitoring Fundraising Discipline Calls

REGIONAL TRADE SHOWS

- RTS can be considered chapter's fundraising event
- Should have complete board and chapter involvement

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 videos.

2017 GOALS

- Scholarship**
 - Work with the Director of Scholarship in the execution of all current scholarship initiatives including Interior Design and Hospitality Management scholarships, ICON, Product Design Competition, and the Sustainability Design Competition.
 - Interface with Chapter Directors via discipline calls.
 - Creation of a new format for the Sustainability Design Competition.
 - Outline new Leadership Scholarship criteria for the 2019 Leadership Conference in Miami.
 - Work with the Scholarship Director on the formation of a committee to assist in selection of recipients for Inc. scholarships.
- Marketing**
 - Establish a consistent format for forms and collateral for all scholarships in keeping with the overall marketing vision for the organization.
 - Participate in selection of recipients for future marketing

STEPS TAKEN TO ACHIEVE GOALS

HOSPITALITY MANAGEMENT SCHOLARSHIPS

NEWH Women Leaders Scholarship sponsored by Hospitality Media Group

This \$5,000 scholarship is open to female Hospitality Management majors and recipients will be recognized at the Boutique Design Power Players: Women Leaders in Hospitality breakfast and panel discussion at BDNV, in November, 2017. The deadline for applications will be in July.

NEWH Leadership in Hospitality Management Scholarship

This new \$5,000 scholarship was awarded at the NEWH Leadership Conference's Scholar Luncheon in Denver, February 2017. The chosen recipient was Ana Cantillano, a Hotel Administration graduate student attending the University of Nevada Las Vegas.

NEWH Women Leaders Scholarship sponsored by Hospitality Media Group

This is a \$5,000 award available to female students only, and was

given in conjunction with BD West in Los Angeles, April 6-7, 2017 at the Boutique Design Power Players: Women Leaders in Hospitality breakfast and panel discussion. The student selected was Scarlett Schmitt, a Hospitality Management major at Kendall College in Chicago.

INTERIOR DESIGN SCHOLARSHIPS

NEWH Clifford R. Tuttle Scholarship

The third \$5,000 scholarship, honoring Cliff Tuttle, will be given at the Platinum Circle Awards in November 2017, in conjunction with the HX: The Hotel Experience show and BDNY in New York.

Application deadline will be in July.

NEWH Hospitality Management/Interior Design Scholarship sponsored by Fabric Innovations

This is the 4th year of a four year commitment that Deborah Herman has generously made to fund this \$10,000 scholarship. It will be given at the Platinum Circle Awards in November 2017, in conjunction with the HX: The Hotel Experience show and BDNY in New York. The deadline for applications will be in July. It is open to both Hospitality Management and Interior Design students.

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

This \$5,000 will be awarded to (Jasper) JunJie Liao at the NEWH Booth during the HD Expo in Las Vegas May 3-5, 2017. He is an Interior Architecture student at Woodbury University - Burbank.

ICON of Industry

The ICON for 2017 is Janice Feldman, CEO of JANUS et Cie. A \$7,500 scholarship in her honor will be given in November 2017, at the Gold Key Awards. The deadline for application will be in July.

NEWH Ken Schindler Memorial Scholarship

We will be awarding the second \$5,000 scholarship in memory of Ken Schindler. It will be given at the Platinum Circle Awards in November show and BDNY in New York. Application deadline will be in July.

Sustainable Design Competition Scholarships sponsored by JLF Ionemeadow and Applied Textiles

We are grateful to JLF Ionemeadow for their continuing sponsorship and Applied Textiles for their second year of funding two \$5,000 awards, one for an undergraduate student, and one for a

graduate student. This 11th year's competition is a Sustainable Guest Experience: Co-living Concept. The undergraduate winner is Francene Ray, an Interior Design senior at the University of Idaho. The graduate team winners are Arkgo Yun His Chen, Graduate Architecture student at the University of British Columbia and (Jasper) JunJie Liao, an Interior Architecture student at Woodbury University - Burbank - picking up his second scholarship at HD! They will all be honored at the NEWH Booth during the HD Expo, May 3-5, 2017.

NEWH Product Design Competition sponsored by Symmons Industries

Their fourth award of \$4,000 will be given at the New Entrepreneurs Breakfast in Las Vegas at HD Expo, May 3-5, 2017. The winning student is Erin Bailey, a BFA student in Interior Design at the University of North Texas. The award criterion includes a Guest Room Lavatory Faucet design. The standard NEWH criteria has to be met first and the projects from that group of students were judged and Erin was selected by Lisa Cote-McKain, Jennifer Loux and Mike Daikubara of Symmons Industries. The winning design will be showcased at the Symmons Booth. If the company decides to produce the design, the student designer will be credited in their literature.

WEBSITE UPDATES/CORRECTIONS

Working with the Scholarship Director and the Inc. office to update the Board Manual and Scholarship Forms, which is an on-going process. Please submit any changes/updates you feel should be made to the VP of Scholarship or the NEWH Inc. office.

LONG TERM GOALS FOR THIS POSITION

- Provide and plan for smooth interface/interaction between activities of Scholarship all levels within NEWH Inc. and Chapters.
- Assist in creation of online applications for Chapter and eventually Inc. scholars
- 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.

SCHOLARSHIP

BECCA KUNDYSEK

Job Purpose

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

NO UPDATE PROVIDED FOR THIS REPORT

2016 GOALS

- Assist and work closely with VP of Education, Andrea Thomas, and the NEWH Inc. office
- Work with Nicole and Andrea to develop and test online registration process
- Develop committee and finalize planning for 2017 Scholarship Luncheon at Leadership Conference with Nicole, Andrea and Leigh

STEPS TO ACHIEVE GOALS

- Quarterly conference calls with Scholarship Directors
- Keep open lines of communication between Andrea, NEWH, Inc., committee members and myself
- Regular committee meetings/calls

LONG TERM GOALS FOR THIS POSITION

- Start to develop Scholarship Review committee for 2017

- 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
- Follow up with past winners for updates on their career paths since winning an NEWH Scholarship

OTHER REPORT ITEMS

- If anyone is interested in being on the Scholarship Luncheon Planning Committee or the 2017 Scholarship Review Committee, please contact Nicole Crawford and me.
- All Chapters need to send in photos, videos, bios of their recipients and student events to be compiled into a slideshow for the Scholarship Luncheon. Please reach out to Nicole Crawford and me with questions.

Chapter	2017	total # of awards	Total Given
Arizona		116	112,800.00
Atlanta		146	280,765.00
Chicago		110	289,574.00
Dallas		171	366,200.00
Hawaii		1	2,500.00
Houston		122	168,625.00
Las Vegas		148	367,104.92
Los Angeles Founding Chapter	1,000.00	346	751,598.00
New England Region		32	33,950.00
New York		212	546,500.00
North Carolina Region		3	7,500.00
North Central		40	54,000.00
Northwest		48	112,964.00
Orange County Region (Southern Counties)	1,000.00	62	75,450.00
Philadelphia/Atlantic City		12	34,500.00
Rocky Mountain	15,000.00	45	99,200.00
San Diego Region		3	3,000.00
San Francisco Bay Area		15	80,000.00
South Florida		89	131,000.00
Sunshine		70	197,500.00
Toronto		60	CAD 113,013.00
United Kingdom		18	GBP 36,536.88
Vancouver		4	CAD 8,500.00
Virginia		8	16,500.00
Washington DC Metropolitan		117	336,300.00
Clifford Tuttle Scholarship		3	15,000.00
Future Hospitality Leaders Scholarship		3	15,000.00
NEWH ICON of Industry		22	97,500.00
NEWH Ken Schindler Memorial Scholarship		1	5,000.00
NEWH Leadership Scholarship	5,000.00	1	5,000.00
NEWH Women Leaders in Hospitality Scholarship Award	5,000.00	5	25,000.00
NEWH Sustainable Design Competition/School		9	40,000.00
NEWH Sustainable Design Competition/Student	10,000.00	17	75,000.00
NEWH Vendor - American Holtzcraft		1	3,000.00
NEWH Vendor - Fabric Innovations Legacy		4	40,000.00
NEWH Vendor – Harvey Nudelman Memorial Scholarship	5,000.00	11	39,500.00
NEWH Vendor – Séura	3,000.00	1	3,000.00
NEWH Vendor – Symmons	4,000.00	4	16,000.00
TOTALS	\$ 49,000.00	2080	USD \$ 4,604,580.80

VP/EDUCATION

CHRISTINE WASMER

Job Purpose

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

2017 GOALS

- Research and identify continuing education opportunities that are relevant to our membership and NEWH mission.
- Focus for Education Committee: The disciplines under the Education banner will work toward establishing a symbiotic relationship that will produce significant results in providing a new direction toward providing education, professional development,

and mentorship to NEWH members, Hospitality, and Education communities. Goal is to significantly increase educational outreach to chapters and regional groups.

- Changes in goals include realigning focus with Directors to coincide with the new organizational goals. Work with new Director of Programming and Director of Continuing Education in developing educational goals, program, and developing content

for educational programs and CEU's. Assist in formulating goals and direction for chairs/committees under each Director.

STEPS TO ACHIEVE GOALS

- Education Committee to include Directors Continuing Education and Programming. Mentorship, Chair persons under each discipline (BrandEd, Mentoring, Women in Business and Sustainable Education chairs) and members from the House of Delegates and Board who express an interest in participation plus NEWH Inc. staff. Other participants to include chapter/ regional group level members on an invitational basis.
- Committee mission:
The mission of the NEWH Education Committee is the advancement of education, uniquely focused on hospitality, encompassing environmental, cultural, social, and global issues, to its membership while providing the opportunity for continuing education units.
- Core Values:
 - Build a foundation of education which includes workshops, seminars, panels, webinars, and relevant programs which address the health safety and welfare in the hospitality industry, cognizant of changing needs.
 - Involve and engage membership in taking advantage of this opportunity to gain valuable knowledge in keeping abreast of the constantly changing global marketplace as it relates to hospitality
 - Collaboration with industry professionals to offer the most up-to-date information to the membership
 - Provide the opportunity to earn Continuing Education Units in a variety of mediums, making education accessible to all members.
- Program: NEWH EOnline
Concept: Rotating webinar covering all three silos education, sustainability, mentorship. Include social networking plat-forms to garner interest from young professionals and students including a blog for those who cannot attend the live webinar – commenting and asking questions after viewing recorded event. Recorded webinar presentations also to be offered as a self-directed CEU option for members and others in the community. Other programs could include live interviews and presentations, Q & A topics to include professional development, career navigation, portfolio reviews. Professionals from all facets of the hospitality industry – design, architectural, development, owners, purchasing will be valuable 'subject matter experts' in sharing their professional expertise and personal career path. This could include a biographical approach to an individual – possibly tie to ICON Participants: Education Committee. Purpose is to evaluate internally through presentation to NEWH board level members. Evaluation method - completion of 'survey monkey' questionnaire. Webinar Goals for 2017: Present two web-based live webinars. Subject for first webinar: Specification Writing – The Design Contract.
Target audience: students and young professionals.
Subject Matter Experts (SME's) – Design/Architecture Senior Level Professional, Purchasing Professional, Project Management Professional, Owner/owner's representative. Panel to discuss importance of specification writing in the overall process of a successful project. Moderator to be advised.
This webinar to be followed up with a succession of webinar programs that will provide an in depth look at various products/services involved in hospitality projects, i.e., Lighting, Case goods, Fabric, Drapery, Wallcovering, Furniture etc.... SME's for these various programs will be from the manufacturing, purchasing, and design communities.
Subject for second webinar: to be discussed and determined by

committee.

- Program: BrandED
Goal: Assist as needed BrandED Chair; contribute to success of the BrandED initiative - BrandED was created specifically for NEWH members to assist them in understanding the strategic thinking behind the development of well-known hotel brands— from brand standards and brand identity and personality to culture. The goal of these sessions is to eliminate brand confusion as well as to give members an opportunity to personally visit with key members from these hotel giants. The BrandED learning initiative will travel to different chapters to ensure that members across the country will have the opportunity to learn firsthand about leading global brands as well as an opportunity to meet key decision-makers within these companies.
- Program: Women in Business
Goal: Assist as needed Chair of Women in Business initiative - Women in Business was developed to share with our female members what experience has taught our successful female panelists: how to develop your own brand, the fine line between confidence and arrogance, fortitude...what it takes to stay the course, how to differentiate, the art of negotiation, the politics of doing business. Seven of our Corporate Partners, women business owners, have volunteered to participate in this program. Chapters are asked to provide two local women business owners to round off the panel. Our first WiB event will be held in conjunction with the Orlando Regional Tradeshow.
- Program: Mentoring – Inspire and be Inspired
Goal: Assist as needed Mentorship Chair in establishing this new initiative.
Concept: NEWH takes our mission of scholarship, education, and leadership seriously. We believe that with the correct tools, mentor opportunities and networking, our students, new graduates and young professionals will have success in their hospitality industry careers. We will be presenting a series of programs for each of the following disciplines: Interior Design, Procurement, Sales, and various aspects of Hospitality Management. This is opportunity to sit down with a well-known industry professional for an in depth mentoring discussion which will assist you in focusing on personal and professional growth within your hospitality field of interest. The mentoring program will provide you with support for an additional six months. Be looking around your chapter for those who you think would be a great mentor.
- Program: Sustainable Education
Goal: Assist as needed Sustainable Education Chair in establishing a new Sustainable education direction. Utilize the brand "Green Voice" as a conduit toward developing GV Conversations on chapter/regional level as well as building on the existing programs held at BDNY, BDwest, and HD Expo. All programming under GV brand to meet the highest educational standards i.e., CEU level scrutiny.
Concept: Green Voice to become the "brand" of the NEWH Sustainable Education mission. Working across all NEWH educational platforms – tradeshows, chapter programming, webinars, Sustainable Design Competition. The conversation will encompass subject matter experts, students, educators, & hospitality professionals

ADDITIONAL GOALS

Analyze the goals of reviving the Sustainable Directory. Update as necessary the direction of this goal to align with new organizational focus.

LONG TERM GOALS FOR THIS POSITION

- Compile and sustain a hospitality centered comprehensive

- recorded catalog of CEU's, interviews, panel discussions, biographical presentations.
- Increase chapter/regional group participation in assisting to develop programs and share broadly throughout NEWH.
- Formulate minimum of two and not more than three live web

based programs each year.

- Ensure that NEWH offers education formatted to the best technologies available (webinar, live on-line presentations as well as classroom style formats) – constant evaluation of methods and best practices.

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.

NO UPDATE PROVIDED FOR THIS REPORT

2017 GOALS

- Research and identify continuing education opportunities that are relevant to our membership and NEWH mission.
- Develop content for educational programs and CEU's.

STEPS TO ACHIEVE GOALS

- Committee mission:
The mission of the NEWH Continuing Education Committee follows the mission of the Education committee which is the advancement of education, uniquely focused on hospitality, encompassing environmental, cultural, social, and global issues, to its membership while providing the opportunity for continuing education units.
- Work with the Vice President of Education in the formation of Continuing Education Committee to include members from the House of Delegates and Board who express an interest in participation plus NEWH Inc. staff.

2017 GOALS

- Addition of committee members from Education discipline to assist Director of Continuing Education.
- Research and identify continuing education opportunities that are relevant to the membership and NEWH mission.
- Research Accrediting Bodies which will work directly with NEWH to expand on the CEU opportunities

STEPS TO ACHIEVE GOALS

- Committee mission:

SUSTAINABLE EDUCATION CHAIR

LORA SPRAN

Job Purpose

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

NO GOALS SUBMITTED

NO UPDATE PROVIDED FOR THIS REPORT

PROGRAMMING

STACY COSTA

Job Purpose

- Develop and implement programs to enhance chapters' offerings to membership.

Branded CHAIR

DEBBIE MCKELVEY

Job Purpose

- Develop and implement a program to introduce and education membership about the Hospitality Brands.

MENTORSHIP CHAIR

SANDY BANKS

Job Purpose

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

NO UPDATE PROVIDED FOR THIS REPORT

2017 GOALS

- Sent an email to all new incoming chapter presidents with the Mentorship brochure attached, informing them of the

platform and how it will work. I have asked that they consider a date and possible mentors for the event. Matt and I will work to set up as many lunches/dinners as possible this coming year.

STEPS TO ACHIEVE GOALS

- Matt DeShantz has agreed to join me in planning and executing the events and working with the chapters to secure viable mentors from at least three hospitality disciplines in each chapter to participate in our Mentoring events. We will be looking for Design, Manufacturing/supplier, and purchasing.
- Once we have an initial Mentoring event and find an optimal program format, we will try to standardize the content.
- We plan to have a gathering of the initial participants of each event 6 months after the first dinner to do follow up and assessment of what is working, needs to be added or fine-tuned.
- Will continue to stay in touch with students or young professionals who have contacted me through the NEWH website to keep them involved and supported even when they are not close to a chapter.

WOMEN IN BUSINESS CHAIR

Job Purpose

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

LONG TERM GOALS FOR THIS POSITION

- I would like to find a format for Mentoring events that would work for all chapters with only slight variations to the program to accommodate the personality of the chapter and their members. We can then standardize the invitations and program to make it easier to plan the events and get a protocol in place for follow up and support.
- Work with the rest of the Education team to integrate our efforts, be it webinars or additional teaching aids.

LONG TERM GOALS FOR THIS POSITION

- Each chapter should now have a mentoring event as part of their annual program schedule. This initiative goes hand in hand with our financial support of students and it is a follow up to getting not only our scholarship recipients but their classmates integrated into our industry with welcoming and open arms. They are dependent on guidance from industry veterans to find their way and hopefully circum-vent frustration and make educated choices. We have an additional obligation to support young people who have entered the work force in hospitality from other avenues.

VP/DEVELOPMENT

LEIGH MITCHELL

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.

2017 GOALS

- Work with and on behalf of NEWH, Inc. to increase membership on a National and International level.
- Work with Director of Membership regarding outreach to the chapters and increasing membership.
- Work with Director of Digital and Executive Director to increase awareness of NEWH, NEWH mission, news, events, etc.
- Work with Director of Conferences to create marketing message and timeline for 2019 conference.
- Creation of an Awards Chair to review and promote Award of Excellence and Icon Awards.

STEPS TO ACHIEVE GOALS

- Continue to promote BD membership drive promotion.
- Launch new membership initiatives – Business Plus and a new Chapter Level Membership

- Instagram session with all chapters – follow up to make sure all chapters are engaged with Instagram and are aware of the Best Practices.
- Wrap up discussion of 2017 Leadership Conference scheduled, develop next steps.
- Make Discipline calls engaging and educational.

LONG TERM GOALS FOR THIS POSITION

- Continue to work on Membership and Digital marketing best practices.
- Work on ways to keep Membership strong and growing.
- Successful execution of the 2019 Leadership Conference.
- More awareness and understanding of the Awards NEWH gives out.

MEMBERSHIP

CINDY ANDREWS

Job Purpose

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

I am continuing to communicate with both the Chapters and Regional Directors with updates for them and find out what they have been doing on their levels.

We will have another Chapter quarterly call on May 18th at 8am PT/11 am ET and 4pm PT/7 pm ET.

We look forward to hearing how the chapters are responding with their NEW members and the offer from ST Media/BD West and NY Shows.

Northwest has had a drive in both Portland and Seattle. Arizona had a city Fab 5 membership drive. It happened on the same day in 5 different areas.

We recommend having high drawing events to attract all types of members, as in tours, panel discussions, CEU's.

We are encouraging all chapters to work with and communicate with their program directors in planning. All events can potentially be

membership drives.

We want to encourage the boards to look at the members list each month that is sent out by Inc and discuss at their meetings the members whose dues have lapsed and reach out to them to renew.

There are great resources on the NEWH website. It is also easy to go on the website and renew.

Either I, Leigh Mitchell or Diane Federwitz are always available if questions arise.

MEMBERSHIP REPORT BY CHAPTER

chapter	November 12, 2016	11/12/2016 w/ Students	2017 to date	2017 to date w/ Students	% of Change since January 1, 2017 w/o students	2017 non renewals		2017 new members / past returning		voting members	non voting	students
						Students are not reflected						
Arizona	74	98	86	136	16%	8	10.8%	18	20.9%	82	4	50
Atlanta	341	559	279	535	-18%	48	14.1%	50	17.9%	255	24	256
City/Philadelphia	49	78	51	83	4%	7	14.3%	9	17.6%	48	3	32
Chicago	262	396	211	356	-19%	25	9.5%	26	12.3%	196	15	145
Dallas	359	538	339	538	-6%	22	6.1%	41	12.1%	311	28	199
Houston	125	230	90	203	-28%	16	12.8%	12	13.3%	80	10	113
Las Vegas	166	238	150	248	-10%	32	19.3%	28	18.7%	128	22	98
Los Angeles Founding	254	347	198	301	-22%	39	15.4%	26	13.1%	177	21	103
New York	381	504	356	492	-7%	39	10.2%	66	18.5%	327	29	136
North Central	169	291	114	299	-33%	13	7.7%	17	14.9%	102	12	185
Northwest	201	248	186	248	-7%	24	11.9%	14	7.5%	172	14	62
Rocky Mountain	110	135	158	194	44%	7	6.4%	48	30.4%	149	9	36
San Francisco Bay	196	260	206	275	5%	31	15.8%	40	19.4%	187	19	69
South Florida	144	189	190	247	32%	10	6.9%	59	31.1%	171	19	57
Sunshine	193	230	199	237	3%	25	13.0%	36	18.1%	181	18	38
Toronto	133	166	110	149	-17%	17	12.8%	19	17.3%	92	18	39
United Kingdom	77	83	79	90	3%	8	10.4%	15	19.0%	71	8	11
Washington DC Metro	227	364	198	344	-13%	22	9.7%	34	17.2%	184	14	146
Atlantic Canada Reg.	3	3	1	1	-67%	2	66.7%	0	0.0%	1	0	0
Cincinnati Region	33	65	31	87	0%	0	2.0%	1	3.2%	31	0	56
Hawaii Region	12	16	11	15	-8%	0	0.0%	0	0.0%	11	0	4
New England Region	108	131	99	124	-8%	13	12.0%	18	18.2%	89	10	25
North Carolina Region	72	113	45	91	-38%	7	9.7%	8	17.8%	42	3	46
Orange County Region	90	128	73	115	-19%	9	10.0%	5	6.8%	69	4	42
Pittsburgh Region	37	52	36	52	-3%	3	8.1%	3	8.3%	35	1	16
Regional	60	67	60	68	0%	4	6.7%	0	0.0%	55	5	8

Members												
San Diego Region	11	11	9	9	-18%	2	18.2%	0	0.0%	8	1	0
South Carolina Region	19	19	16	17	-16%	1	5.3%	0	0.0%	16	0	1
Vancouver Region	64	144	50	135	-22%	3	4.7%	3	6.0%	43	7	85
edited 20-April-2017			363				11.0%		16.4%			
	3970	5703	1	5689	-9%	437	%	596	%	3313	318	2058

REGIONAL MEMBERSHIP

Regional Area	2017	2016	2015	2014	Regional Area	2017	2016	2015	2014
Alabama	1	1	1	2	Louisiana	0	1		
Arkansas	1	1	1	1	Memphis/Mid-South	14	18	20	21
Asia/Pacific	3	4			Michigan	9	9	11	11
Australia	2	2			Missouri/St. Louis	4	5	3	4
Canada Regional	0	0	0	2	Ohio	3	3		
Caribbean Region	1	1	0	0	Oklahoma	3	3	5	7
India	1	1	1		Spain	1	1		
Indiana	9	10	3	6	Utah	3	3	0	0
Kansas	3	3	3		Virginia	3	3		

NEWH CONFERENCES

RON MCDANIEL

Job Purpose

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

2017 GOALS

- Meet with Leadership Conference Committee in Miami end of April 2017
- Evaluate 2017 LC results
- Work on deadlines, milestone dates, calendar....
- Ensure consistent marketing of LC Brand
- Maximize sponsorship levels

STEPS TO ACHIEVE GOALS

- Meet with Leadership Conference Committee in Miami in April

- Go through the “pros” and “cons” of 2017 LC
- Establish clearly defined deadlines, milestone dates, marketing plan, roles & responsibilities
- Evaluate current sponsorship levels
- Work with Marketing Director on LC marketing plan for brand

LONG TERM GOALS FOR THIS POSITION

- Ensure all deadlines, milestones, and goals are met prior to 2019 LC
- Ensure the 2019 LC meets and exceeds expectations

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.

NO GOALS SUBMITTED

NO UPDATE PROVIDED FOR THIS REPORT

AWARDS CHAIR

Job Purpose

- Review and update NEWH Awards criteria and funding.

VP/INTERNATIONAL RELATIONS – CANADA

CHRISTINE TUCKER

Job Purpose

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

2017 GOALS

- Partner with Host Milan to expand our visibility and we look forward to participating in the Host
- Milan Show Oct 2017, bringing 10 CDN, 20 USA, 10 UK, NEWH

members and or guests to the show.

- Expand the NEWH mission Canada-wide, increase the visibility/credibility of NEWH.
- Explore and encourage new Regional Groups in other areas of

Canada. Continue to pursue interest in and keep a look out for leadership in other areas of Canada for 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. is a very strong and positive Regional Group with positive experienced board in place for 2017. Promote growth in membership to work towards a Chapter Designation.
- 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.
- Currently partnered with HOST Milan on an International level with Milan, USA and Canada. Working with HOST on

preapproved guest list for candidates for NEWH guests to the show as part of NEWH Contingency Oct 2017.

- Currently work with all members in Vancouver & Toronto Chapters to assist in facilitating functions and growth for NEWH Canada Inc.
- Continue to work with interested individuals in Halifax, Winnipeg, Calgary, and Edmonton to see if have enough interested and committed to start Regional Groups. Currently not enough to support Regional Groups in these areas.
- 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 SUBMITTED

PAST PRESIDENT

JULIA MARKS

Job Purpose

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

NO UPDATE PROVIDED FOR THIS REPORT

2017 GOALS

- Support our President, Trisha Poole and preside as the nominations chair for the International Board of Directors.
- Support the NEWH Inc. Board of Directors and NEWH committees on all initiatives.
- Be an active advocate of NEWH through all possible industry networking opportunities such as trade shows etc.

STEPS TO ACHIEVE GOALS

- Offer support and guidance to all NEWH Inc Board and Chapter Board Directors
- Act in an advisory capacity on all Committees
- Act in an advisory capacity to the President or as the By-Laws provide
- Assist other International Board Members

EXECUTIVE ADVISOR

HELEN REED

Job Purpose

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

2017 GOALS

- To assist and provide counsel to the Past President, President and Governing Board as needed and as it may be related to the organizations mission.
- To assist in the preparation of the annual strategy plan for the organization.
- Provide assistant with the President with any items that may be required.
- Increase awareness of NEWH, Inc, on Instagram and establish standards for NEWH and chapters on the platform
- Develop Instagram and Social Media Standards for the

Organization

- Develop accountability guidelines for EC, IBOD and Chapter Boards
- Develop Standards for NEWH Foundation and Endowments

STEPS TO ACHIEVE THESE GOALS

1. Stay informed and continue my engagement with the activities, goals of the Board and the chapters.
2. Attend regularly held conference calls with the EC as well as attend strategic planning session with the EC in the spring.
3. Attend Board of Directors meetings as scheduled throughout the year.

4. Work with President, Past President and other members or the EC on behalf of the organization with succession planning and overall planning for the organization and its growth in the hospitality industry.
5. Instagram: Instagram standards have been developed and currently we are working with the chapters get their accounts set up and review any questions that might come up regarding use.
6. Accountability: I have met with two Executive Directors regarding how they handle board accountability for non-profit, volunteer boards. I am also in the process of researching forms provided by consultants for non-profits. I will present to the EC an update in the early summer
7. NEWH Foundation/Endowments: In the process of setting up times for conference calls with the committee so that we can work on Scope document for this.

NEWH AMBASSADORS

MICHELLE FINN/ 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 SUBMITTED

NO UPDATE PROVIDED FOR THIS REPORT

NEWH STAFF

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

2017 BOARDS

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!

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.

In house Board Training - Is your chapter due for in-house training with your 2018 board? (see the list of board training in this report to see if your chapter is due for in house board training in 2018). Training can take place as early as late September/October! Plan and schedule now before dates fill up! With many industry events regional tradeshows coming up, 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.

MEMBERSHIP

New Membership categories – Business + and Chapter Level

Business – Top Tier: Please watch the website for updated forms for these new membership types.

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 – Board members, please be sure your membership is current! 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. If they have any difficulties renewing online, please e-mail diane.federwitz@newh.org to reset.

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 – Thanks for approving your new members within 30 days and welcoming them within a couple days of approval. New members are anxious to know that they are approved and look forward to being involved!

EVENTS

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

Quality Programs – Remember, great programming will drive your sponsorship, membership, and attendance. A tour with a panel discussion for example, will draw the attention of many. Increased attendance at events will welcome increased sponsorship. Offering members first or members only for the tour portion for example will drive membership as well.

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.

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.

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.

2018 Regional Tradeshows – the schedule is being worked on and will be announced soon.

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 program approved books or supplies. Ensure your scholarship recipients are pursuing a career objective in a hospitality field. Scholarship checks must be made mailed directly to and made payable to the college (Scholarship Director must call the college to obtain correct mailing information, etc.); 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.

Scholarship stories: Video your top scholarship winners, at the event, through an on-site interview, or video their parents or guest in attendance. Submit your videos, images to nicole.crawford@newh.org these contributions will help build our next scholarship stories video.

WEBSITE/SOCIAL 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! Contact diane.federwitz@newh.org

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. Please see the board resources/marketing section for updated Instagram guidelines.

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.

GoPayment Readers

- Guarantees receipt of funds right at the event.
- 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

- 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.

Chapter Statement & Financial Reports

- Accounting is Cash Basis (fiscal year).
- 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.

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.

Miscellaneous

- 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).

- Chapters may not have a credit or debit card.
- 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, Please send to NEWH OFFICE **WITHIN SEVEN (7) DAYS** of the event.
- Results of Activity Reports (Programming and Fundraising Events): Must be returned to 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 Hartmann
- Secretary – Kathy Coughlin
- Membership – Diane Federwitz or Kathy Coughlin
- Scholarship/Education – Nicole Crawford
- Programming/Fundraising – Diane Federwitz;
Event RSVPs – Julie Hartmann
- Regional Tradeshows/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

Holly Johnson & Michelle Purcell, Delegates

chartered May 5, 1995

MEMBERSHIP

1. The Fabulous Five Membership Drive was held in February at five distinct areas to target students and professionals – Scottsdale, Tempe, Phoenix, Tucson, and Flagstaff. We had a great turnout across the state of existing members, students, and potential members. We have increased membership by 15 since the drive with 5 general members and 10 students.
2. Arizona is working to make every event a Membership Drive and create more value by utilizing social media to feature our existing members.

PROGRAMMING

1. NEWH members provided a mentoring presentation to ASU's Interior Design Students in January. Interior Designers and manufacturer representatives described trends in the hospitality industry in Arizona and discussed how NEWH benefits students. Student membership increased and student attendance to events has also increased.
2. We are working on incorporating events at local restaurants into our calendar where we collaborate with hotel/restaurant management and culinary industries of Hospitality. We hope to include topics of discussion between local leaders in the industry.
3. The Arizona Chapter's 2017 Calendar:
 - January – Student Mentoring Event and Board Dinner
 - February – Membership Event (Fabulous Five Membership Drive)
 - March – Fundraising (Wine & Dine Under the Stars)
 - April – Programming (Happy Hour at the Found:Re Hotel)
 - May – Sundowner (HD Sundowner w/ Las Vegas Chapter)
 - June – Sundowner
 - July – Community Service (UMOM)
 - August – Programming (Sustainability CEU with Signature Carpet)
 - September – Sundowner
 - October – Programming (Haunted Hotel Tour)
 - November – Community Service (Christmas for the Troops)
 - December – Fundraising (NEWHonors)

SCHOLARSHIP

1. The Arizona Chapter awarded a Culinary Scholarship worth

\$1,500.00 at our Wine & Dine Under the Stars event in March to Anthony Anderson from the Art Institute of Phoenix.

2. The Arizona Chapter plans on awarding a minimum of two scholarships, each worth \$2,500.00, at our Honors Event in December 2017. We plan to keep the scholarships open until the ceremony to ensure students have time to prepare their applications.

FUNDRAISING

1. The Arizona Chapter's first Fundraising event of the year, Wine & Dine Under the Stars, took place on March 22, 2017. Culinary students prepared an appetizer, paired it with a wine, and competed for the scholarship. We sold 110 tickets and made a profit.
2. The Arizona Chapter is excited to incorporate a new fundraiser in 2017, NEWH Honors, to honor the best of Hospitality. We have a committee and a sub-committee for fundraising efforts. We are hoping to use social media, local conferences, and the press to generate anticipation, sponsorship, and attendance.

OTHER CHAPTER HIGHLIGHTS

1. The Arizona Chapter is planning an award ceremony to honor the best of Hospitality called NEWH Honors. It is scheduled for December 2017 and is a Fundraising event.
2. The Arizona Chapter is in the process of implementing additional ways to highlight our professional and student members through social media.
3. The Arizona Chapter is also working on developing a Sponsorship Menu for 2018 to ensure vendors can account for any sponsorship they may be interested in. Will be complete by 2017.

ISSUES CHAPTER WOULD LIKE HELP WITH

We need assistance generating anticipation for NEWH Honors in December 2017. Is the Arizona Chapter able to coordinate a presence at the Lodging Conference in October 2017? Also, can Honors be promoted with the Lodging Conference email blasts to ensure members of other chapters are aware of the event when traveling to this territory? The Arizona Chapter's "Chapter Highlight Section" was never published in the 2016 magazine and all marketing material promoting this fundraiser will help immensely.

ATLANTA

Jennifer Wellman, delegate

chartered May 5, 1995

NO REPORT PROVIDED FOR THIS MEETING

CHICAGO

Jen Conley & Anne Scherer, Delegates

chartered August 12, 1991

NO REPORT PROVIDED FOR THIS MEETING

CINCINNATI

Kelly Gaddes, Steering Committee Chair

NO REPORT PROVIDED FOR THIS MEETING

DALLAS

Jodi Johnson & Elissa Murry, delegates

chartered August 12, 1991

The NEWH Dallas chapter has kicked off the year with scheduling all of our monthly events and it is going to be a great one! Our Scholarship Dinner and Life of Design fundraiser are going to be separate this year to change things up in Dallas. Our budget was

approved last month and we are looking forward to a great 2017.

MEMBERSHIP

1. 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 committee has put together a list of advantages to share when speaking with potential Business Chapter level member on benefits. This has also been shared with all board members so we can assist if needed.

2. Revamping the Board Buddy system as our membership has grown. The Membership director and chair are responsible for a personal email welcoming any new members with a friendly greeting and an attachment of our events calendar. New members are announced at board meetings and all board members are asked to reach out at events to greet our new members!
3. 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 have a plan in place to visit universities once again and promote the value of our membership as well as promote our scholarship opportunities. We have a great system in place where students can attend a few of our events for free in exchange for them volunteering (check-in, clean-up, etc.). This is a great way for the students to meet many new faces!
4. The third annual Membership Golf Drive was held on March 21st and was yet again, a huge success. All 24 bays sold out in less than a week. From the membership drive, our chapter has 24 new members that will be voted in at our April board meeting. There were a total of 160 attendees present.



PROGRAMMING

1. The Director and Chair have put forth a very complete and aggressive programming schedule for 2017 that has been very successful. With the separation of our Scholarship Dinner and Life of Design event, Programming was able to drop one of their events and really focus on making the other 5 events something special. They have come up with several new "surprise elements" that are sure to entice attendance.
2. Our programming events will still try to include some sort of "giving back" opportunity. Whether it be a school supplies drive, can food drive, or Toys for Tots are our holiday party.
3. Our programming events continue to struggle with a need for a heavier designer presence. Have discussed the options amongst board members. We offer one of our events as a CEU, which draws a lot of designers, but not the rest of the year. What are other chapters doing?
4. We met our goal of doing our first event of the year as a combined event with our Dallas IIDA chapter. It was a HUGE success. We had a fantastic tour of the Lorenzo hotel and had 72 attendees. Tickets were free for members and \$40 for non-members.



SCHOLARSHIP

1. Applications were reviewed by our committee on March 27th to select who is all coming in for a personal interview. In total we had 15 applicants and about 10 made it to the reading review. We will know at the board meeting next week how many moved to interview round.
2. The Call to Sponsor list has been released and our top sponsor level has already been fulfilled!
3. The Director and Chair have established dates for deadlines of applications (which has past), first reading of the essays (week of March 27th), and personal interviews of potential candidates (week of April 10th). All of these steps will be complete by the end of April in order for recipients to receive their scholarships and to be acknowledged at the dinner on May 18th. The scholarship committee has currently been formed with both veterans and new board members.
4. 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 likely offer a total of \$32,000 this year.
5. The Scholarship Dinner recognition will be held on Thursday May 18th at a venue to accommodate approximately 200 NEWH members and non-members. The Director and Chair want to keep this event as small and intimate as possible to make the best impact for the scholarship recipients.

FUNDRAISING

1. Revamping the event and going back to having a separate fundraising event. This means no sit down dinner or awards- meaning more time to raise money! Deciding to separate the event is due to feedback we have received. Guests were asking for more time network with their peers and bid on auction items. When the dinner was part of the night, it cut that time down significantly.
2. The Director and Chair are already off to a great start this early in the year! Venue has been booked and date is set for Friday October 13th, 2017. Possible masquerade theme.
3. Due to the success of the silent auction last year, we will be repeating it. The committee will focus on larger ticket items and be more exclusive of what we take in for auction items. We made approximate \$13,000 in the auction alone. Goal is to surpass that this year! The fundraising chairs have already compiled a committee to head up the auction.
4. The buzz has already started about the cocktail style event and we already have a number of sponsors ready to toss their hat in the ring for our top level sponsorships!

MENTORING (E3)

1. The E3 Mentoring program which the Dallas chapter started last summer will be coming to an end the night of January 24th. There was a creative charrette for all of the mentees and mentors to enjoy one last night together before the new year of mentoring begins. It was a great success and mentors/mentees have continued to keep in touch after the program has been

- completed, which is so amazing.
- Once again, a group of Mentors who show promise as leaders in the hospitality community selected by Board Members will have the opportunity to mentor to 2-3 junior level mentees. The Mentors and Mentees make up a range of owners, designers, purchasing agents, and architects. This new year of matching will kick off this summer.
 - This year E3 hosted a student component as well to create an opportunity for hospitality leaders to mentor approximate 2-3 students from our universities who show interest in our growing industry. We had approx. 15 students attend and they as well

have been in continued contact with the mentors they meet.

LAST BUT NOT LEAST

The NEWH Dallas Chapter will be celebrating another great year in 2017! With the guidance from INC and the amazing commitment of the local Board Members, the Dallas chapter has evolved into what it is today. Our chapter has had great leaders over the past years and we are happy to have young fresh blood on the board this year to help push us to be even greater in the future. Our Dallas hospitality community is fortunate to be comprised of past, present, and future members of NEWH who continue to participate in all aspects.

HOUSTON

Toby Artman & Leena Nancy, Delegates

chartered February 17, 1992

NO REPORT PROVIDED FOR THIS MEETING

LAS VEGAS

Heather Lloyd, delegate

chartered March 26, 1991

NO REPORT PROVIDED FOR THIS MEETING

LOS ANGELES

Tammy Adams, Brandon Brockmiller & Michelle Bass, Delegates

founded October 1984

MEMBERSHIP

- We are up 18 new general members, 5 new student members, and 4 chapter level business memberships giving us a grand total of 283 members.

PROGRAMMING

- We kicked off the year with a successful January "Head Shot" event at Phillip Jeffries and Holly Hunt Fabrics showroom in West Hollywood. This year we will be having a hotel tour, a sustainability CEU event, and are having our annual Paint Party, and Bowling Membership drive that everyone enjoys and we always have a great turnout. We'll be increasing our sponsorship fee for the Bowling event. We'll be giving out the new ID design award to the firms that won this award, they are: Gensler, KNA, and Rodrigo Vargas Design. We are also still holding our Gala fundraiser event in October like we did in 2016.

SCHOLARSHIP

- Our chapter is in discussion about offering a student workshop where students can learn more about sketching, specification writing, etc. and meet some of the industry related vendors to discuss in more detail about how the design side really works rather than just reading about it. We are in hopes of this helping us find more applicants as well as letting these students know

that NEWH has more to offer than just scholarships.

FUNDRAISING

- We participated in the BD West Fashion Show in April in downtown L.A. and raised over \$20K. We are pleased to announce our winning student for best in show Makeup is Tatiana Solis. Tatiana was voted best by our show judges for her work on Team KNA Design's model. She will be receiving a \$1000 scholarship.
- For our 2017 Scholarship Awards Gala will be held at The Line boutique hotel in Los Angeles on October 14th.

OTHER CHAPTER HIGHLIGHTS

- We have added some dynamic new people to our 2017 board and have continued to add them as we have open positions. Lots of great ideas and they are all making it happen.
- We have a person with strong social media background keeping the LA Chapter in the forefront.

ISSUES CHAPTER WOULD LIKE HELP

- Membership Junior Designers. We need the energy of the younger designers who are the life blood going into the future. We are looking to make it easier for our members to join and grow us into the youthful and vital chapter that we need to be.
- We need younger members.

NEW ENGLAND REGION

Tyler Toothaker, Steering Committee Chair

(originally chartered November 4, 1992)

NO REPORT SUBMITTED

NEW YORK

Morgan Brody & Amanda Tomlinson, delegates

chartered July 23, 1991

NO REPORT PROVIDED FOR THIS MEETING

NORTH CAROLINA REGION

Bess Rosefield Ehmcke, Steering Committee Chair

NO REPORT PROVIDED FOR THIS MEETING

NORTH CENTRAL

Valentina Castellon & Annette Lucille, delegates

chartered December 11, 2000

NORTHWEST

Sophia Nguyen & Karen Rains, Delegates

chartered March 23, 1995

PROGRAMMING DIRECTOR - Karol Hauch

The past few months I have been planning our Spring Hotel Tour which will be held at The Thompson Hotel on April 20th. With help from other board members and a few volunteer committee members, we are in the midst of attaining sponsorships for the event. Other details we are still working on is signage for the event & sponsors, creating panel discussion topics, and attaining panel speakers and tour leaders. All vendors that we know of who have product in the hotel have been contacted regarding sponsorship. We also have the lead interior designer and architect who worked on the hotel project agreed to be on the panel. The purchasing agent for this project will also be a panel speaker and tour guide. We are expecting a good turnout of approximately 80 people (members, non-members & students) for this event.

Other events that are being planned for later months this year are a Biophilia Forum in Portland, a 'Sip & Sketch' drawing course lead by a local designer in Seattle, a joint forum teamed with IIDA in Seattle, and our wonderful SAVOR event which includes the student scholarships awards in Seattle. This fall we will either hold another hotel tour in Portland or possibly a networking event that includes resume refreshing and head shots, also in Portland.

FUNDRAISING DIRECTOR - Randa Morgan

By the second week in January, the Pacific Northwest chapter has identified its six annual sponsorships. We are excited to continue a two-tiered sponsorship program, offering a Platinum Level sponsorship at \$5,000.00 and a Gold Level sponsorship at \$3,000.00. This allows us to offer two distinct benefits and fee packages. The chapter has decided to max out annual sponsorships after the first six applicants so that each sponsor is ensure maximum exposure and realize the benefits. NEWH links professionals from every facet of the Hospitality Industry – bringing together the industry's best – and the Northwest chapter is proud to offer a tiered level approach for representation options.

Savor Uncorked, always a much-anticipated event for our PNW chapter, was a huge success due in part to the dedication and hard work from our board members and a NEW perfectly suited venue. We will maintain our venue in part of acoustics, convince of parking, and overall comfort for our members in a larger space at The Foundry in July.

As Fundraising Director, I am honored to be working with our dedicated local board and am excited to continue serving you and our amazing community of design students and industry professionals in 2017.

SCHOLARSHIP DIRECTOR - Denise Corso

Our goal for 2017 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.

We are aiming to have the scholarship open February 6th, 2017, with the deadline for submissions being April 21st, 2017. A committee is being formed to inform students of the scholarship opportunity. Jennifer Fleming is the Scholarship co-chair and Katie Zuidema is assisting in spreading the word. We are visiting local schools in person, and reaching out via e-mail and phone to the professors and financial aid departments at outlying schools.

Two student liaisons have been enlisted – Erica Albertson and Gabrielle Diebner. They are from the University of Idaho and 2016 Scholarship recipients. They will be accompanying us at the Leadership Conference in February. We are actively recruiting additional student liaisons in Seattle and Portland.

The scholarship committee is working with the fundraising committee on the scholarship awards ceremony held in conjunction with the Savor Uncorked fundraiser slotted for July 13th, 2017.

MEMBERSHIP DIRECTOR - Sandra Brumbaugh

Thoughts for 2017:

I will be looking for someone to join my team that will be interested in taking my place in 2018. Stephanie Poliakoff has agreed to join the membership team and take over Membership in 2018.

Hold an appreciation/recruitment event for "Business Memberships" late in the year (timing based on fiscal year membership) to thank existing Business members and recruit new. Maybe a nice quiet location with a speaker and food. My Nguyen has offered a tour of one of the Holland America Cruise Ships (can only have 15). To maximize this wonderful generous offer we thought of using this as an additional Membership drive to increase our Chapter Level Business members - we need to work out details but we would like to make this a very exclusive desirable event. What we need from the board is a strategic list of targeted Businesses that we think would benefit from NEWH membership. Each business that joins would receive 2 passes to the event which might also include a tour of the new Holland America Offices and possibly a sponsored element with food/beverages? Event target date - this August or September on a Saturday Have a Membership table at each event. Will connect with Event Leader to arrange The Membership Survey is underway - have solicited questions from the board and submitted to INC to compile survey. Should be ready to email to membership around April 14th. Would like to change up Membership Drives next year. We think by combining with the Hotel Tours (Seattle and Portland) our results would be enhanced.

MARKETING DIRECTOR - Kelly Knowles

The NEWH Northwest Marketing team is currently working on increasing our social media presence outside of Facebook, and looking to add followers on Instagram. We are aiming to provide engaging content that is not only event related but also mixing in Throwback Thursdays, community related events, scholarship, membership spot-lights, etc. We've set an annual goal to reach 200 followers by the end of the year, which would add 50 followers to our page. With the majority of our membership residing in Seattle and outlying metropolitan areas we are looking to increase our social media presence in Portland as well, to continue to grow our membership base throughout all areas of the Pacific Northwest. With the use of social media advertising on the rise, we are looking to find a way to spread event information to non-members since evites from INC. only reach our current members. We are always looking for new ways to reach out to new members and this comes with some of the growing pains of a growing hospitality community over recent years.

ORANGE COUNTY REGION

Jessica Wasmer Northover, Steering Committee Chair

PROGRAMMING

Just finished up our Fashion Runway at BD West and it was a

huge success! We are in the process of billing for the auction garments. We are striving to put on better and more educational

events this year and plan on charging for these events to provide more value. We are also looking for a few more sponsors.

Upcoming events:

- April 25th, 2017- Tour & Tasting Sundowner @ The Blinking Owl – Promote sponsorship, memberships, and details on upcoming events
- June - TOP ID Panel (2nd Annual Event) – (ID awarded at Scholarship Event, need date and location)
- August (Early August) - BrandED Speaker Series with IGH
- October - CEU, or Hotel Tour/Mixer, or Design Industry

Professionals Panel

- December - Scholarship Awards (Speaker, Toys for Tots)

MEMBERSHIP

Things are smooth and ongoing. We continue to gain a few new members most months. We believe this year's events will provide more value to membership.

SCHOLARSHIP

We would like to make sure we are reaching out to CSU Long Beach as they are located between LA and OC and we feel that we may be able to get more applicants that way.

PHILADELPHIA/ATLANTIC CITY

James Lyons, delegate

September 9, 2008

NO REPORT PROVIDED FOR THIS MEETING

PITTSBURGH REGION

Dina Caruso, Steering Committee Chair

MEMBERSHIP

1. Membership is consistently holding at or around 50 members.
2. We would like to increase our membership numbers by adding eastern Ohio and by recruiting members from the local culinary & hotel operations community.

PROGRAMMING

1. Our programming continues to be successful. Our current focus is on our Scholarship Gala to be held April 20th this year.
2. Remaining events for 2017 are planned as follows:
 - May 11th - The District Hotel or Hotel Indigo
 - June 8th - Sundahner at Grist House Brewing
 - July 13th - Speaker- need location and speaker. Possibly Alloy 26?
 - August 10th - Bloomfield Little Italy Days- stat location: The Station
 - September 14th - Celebration Tailgate, location TBD

SCHOLARSHIP

1. We are preparing to review applications on April 4th and hoping to award (2) \$2,500 scholarships at the April 20th Gala.

FUNDRAISING

1. Our current fundraising focus is the April 20th Gala.
2. In 2018 we would like to host another tradeshow and/or a leadership event.

OTHER CHAPTER HIGHLIGHTS

1. We are currently assembling a presentation to highlight all of our accomplishments since inception.

ISSUES CHAPTER WOULD LIKE HELP WITH

1. Guidance in regards to booking a speaker for July 13th.
2. Ways to increase membership
3. Ways to increase interest in the scholarship (from the higher education institutions and students) **Schedule school visits to inform students and educators about NEWH. Recruit a student from your higher learning institution to become a student representative to spearhead promoting NEWH membership and scholarship opportunities. Hold an educator only or student only event (mentoring event). Join and post on college social media sites your scholarship/membership information.**

ROCKY MOUNTAIN

Nicole Brindle & Kyla Chambers, delegates

chartered December 2, 1991

NO REPORT PROVIDED FOR THIS MEETING

SAN FRANCISCO BAY AREA

Johanna Malen & Rachel Wilson, Delegates

chartered June 1, 2010

NO REPORT PROVIDED FOR THIS MEETING

SOUTH FLORIDA

Jennifer Delmas & Christian Triana, delegates

chartered October 2, 2003

MEMBERSHIP

1. Our chapter has a current enrolment of 210 total members and continues to grow. This number is up 18 members from our last report. We also have a total of 10 Chapter Level Business Members which is double what we had at when we last reported. We feel this is a direct result of our promoting the benefits of this membership to larger firms.
2. While we have not scheduled a formal membership drive, we feel that our current programming structure has yielded events that better showcase the benefits of membership. We will continue to look for a good opportunity for a drive.

PROGRAMMING

1. Our year has been fully mapped out with Mingles on the 3rd Thursday of every month but with a greater focus on adding programs to the mingles and prioritizing TOP ID firms. In an effort to cover the three counties that encompass our chapter, we

have continued alternating the Mingles between Miami, Fort Lauderdale and Palm Beach.

2. We had our first Student "Speed Dating Event" in February and it was a huge success. We had 10 industry professionals and 12 students. They each received plenty of 1-on-1 time and some were even provided job opportunities as a result. The general feedback was that student would enjoy this twice a year.
3. Considering the success of our first Tour/Mingle at the SLS, we hope to do more of these types of mingles in the future. Our next Tour/Mingle will be at the Standard. After that, we plan a "Design Driven" event that will bus designers to a TOP ID designed hotel in Marco Island.

SCHOLARSHIP

1. This year, our goal remains to award \$10,000 with a serious consideration to raise the amount for 2018 if our additional fundraising efforts prove to be successful.

2. WE are also considering involving students on a design level by opening our design competition in October to Student entries.

FUNDRAISING

1. In May we will continue to host our annual Bowling Fundraiser. This event typically sells out so it will remain a fundraising staple for our chapter.
2. The SOFHIE Award event will be the second major fundraiser of the year and will maintain its new date and theme of a Masquerade Ball in late October. This year we are hoping we can also re-brand the event as there has been confusion in year's past to get the correct spelling of the acronym that many times we forget ourselves.
3. This year we have added a small quarterly fundraiser that features non-competing vendors in a "Wine and Design" type

event. WE were able to raise funds without any overhead in our first one and hope to continue each quarter. Our next event is a Chocolate Making event.

OTHER CHAPTER HIGHLIGHTS

1. We are very excited to be the Host Chapter for the 2019 Leadership conference and look forward to being able to contribute to this great event in the months to come.

ISSUES CHAPTER WOULD LIKE HELP WITH

1. We continue to look for ways to increase designer and architect participation and paid memberships.
2. We are interested in hosting one of the newly launched BrandED events and would like information on how to do so.
3. We are also interested in participating in one of the Women in Business sessions as well.

SUNSHINE

Shana McCullough-Downing & Angela Reed, delegates

chartered September 1, 1996

NO REPORT PROVIDED FOR THIS MEETING

TORONTO

Christine Tucker, Executive Advisor

chartered November 18, 2004

MEMBERSHIP

Our current membership is 133 members including 33 students. We are working on a membership drive for our next event in May.

PROGRAMMING

Our focus this year is less events and more content on events we do have to benefit membership value. Last year we certainly felt the challenge of getting attendance to an appropriate level to each event as the Toronto Industry is over entertained as a whole. This year we have only 4 programming events on our calendar. Our objective is to provide events with higher content, more interaction among guests creating a reason to attend our events!!

Our first event was in March featuring one of our TOP ID Award winners – Design TWG at an interactive dinner at Maharaja Restaurant. The restaurant was a historical building that Design TWG renovated into an amazing venue featuring Indian cuisine. The event was themed as "one to one" so each ticket sold paid for a decision maker's entrance allowing a wonderful evening of casual networking throughout the three course award winning feast. The vendors rotated during each course allowing for 30 to 45 minute interaction with buyers, designer and purchasers at each stop. Our Event Team handled the guests to be invited to ensure quality and value to each attendee. We had rave reviews and requests from our membership as one of our best events at the Chapter and "do it again!"

Our next event is called Graffiti at the Marriott on May 31. We have another interactive event with Hotel Tours of the recently renovated Marriott Courtyard, Digital Graffiti for each guest and take home photo's printed at event, a Presentation by our key sponsor Renwil on art and industry trends.

September we will be featuring another TOP ID Award Firm – McMillian Design at the newest Kelly's Landing. Design Team to do a presentation and will be hosted on the outdoor patio weather

permitting.

November 21, we will host our scholarship and formal award presentation of TOP ID at this event. Location to be confirmed as we want to do this up BIG!!!

SCHOLARSHIP

We have sent out scholarship packages and look forward to applications back by April 14th for review. We have assigned each of our target schools to a board member to reach out and contact the schools to ensure awareness of the NEWH Scholarship. We have our communications Chair promoting scholarships on social media.

FUNDRAISING

We are looking forward to the 11th Annual NEWH Toronto Golf Tournament at Lionhead Golf Course on Wednesday, August 23, 2017. 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 23, 2017!

OTHER CHAPTER HIGHLIGHTS

Nothing to report at this time

ISSUES CHAPTER WOULD LIKE HELP WITH

Toronto is working to bring new board members to the Chapter Board with energy and excitement. Looking for committed individuals 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 have to buy more NEWH Koolaid!!!

UNITED KINGDOM

Jonathan Young, delegate

chartered June 12, 2002

MEMBERSHIP REPORT

UK chapter membership is still holding steady at around 80 members. Karolyn Kirsch has taken over responsibility as Membership Director, although will continue to be supported by Diana Arkelian, who will be focusing on membership renewals.

The UK chapter continues to have success selling the Chapter Business Memberships with Panaz, Hypos Contract Beds, and Roca being the latest additions. We are also hoping that the upcoming event showcasing the Top ID firms will finally spur Wimberly Interiors, who have been flirting with membership for a couple of years.

Student membership is also on the increase as we try to build closer relationships between the design schools and architectural and interior design companies.

PROGRAMMING

We had a very successful "Women who Inspire" event in March, hosted at the fabulous UBM offices in London, and sponsored by the BCFA. Our four speakers, who included Arianne Steinbeck, Managing Director of RPW, Caroline Cundall, Design Director for IHG, Margaret Miller, Chairman of Knightsbridge Furniture, and Lauren Steadman, a silver medal winner in the Paralympics in Rio in the Triathlon, talked about their own personal experiences and how they have overcome challenges in their pursuit of their success.

The hotel tours continue to be a major draw with the Marriott County Hall taking place in February, and the Ned Hotel in London planned for July. The designers of the Marriott County Hall, RPW, are also being recognised as one of the NEWH UK Chapter Top ID companies in an event planned later this month. This will showcase the Top ID winners which also included HBA, and Studio Proof.

We have continued with our London Social events with the next planned in May. These events are proving to be a great way to drive membership of NEWH.

SCHOLARSHIP

We are delighted to have a new Scholarship Director within the chapter who is Libby Bull from GA Design. She is going to pick up the great work carried out by Shirley Jenkins and we will continue our association with Ravensbourne College. In addition and through a relationship we are building with Woods Bagot we will be issuing a third scholarship this year. The Board recently visited Ravensbourne College and with the interest expressed from key design firms like HBA, GA Design, and RPW will be looking to develop this and other relationships further as the UK chapter grows.

FUNDRAISING

Our main Fundraising Event is our Annual Scholarship Award. This will take place on Tuesday June 20th 2017 at the recently opened Courthouse Hotel in Shoreditch. We have already secured 5 of the 6 sponsors required highlighting the success of previous Fundraising Events at the Hoxton Hotel, Ham Yard Hotel, and last year at the Mayfair Hotel. We will be awarding 3 scholarships for deserving students at this event where they will be showcasing their work.

OTHER CHAPTER HIGHLIGHTS

I believe the biggest highlight this year has been the development of the NEWH Board. As mentioned above Libby Bull from GA Design has joined, and takes over as Scholarship Director, in addition to Karolyn Kirsch's new position as Membership Director. Sarah Williams from HBA has also joined the Board plus Luke Spinks from Panaz, and Jon Bond from Roca. This has added great strength and designer presence which will draw in more suppliers to support our functions. There is no doubt that having a designer as President of the UK chapter is a large part of this success, and Rebekah has been pushing this to happen during her tenure.

The immediate spin-off is the designer involvement in selecting the Scholarship recipients, and this gives increased focus to the NEWH.

Whilst the proposed NEWH Tradeshow for London in 2017 did not materialize I believe the preparation and experience of the BCFA show will enable us to plan more effectively for a successful event in the future. Personally I would love us to seriously look at London as a venue for a Tradeshow in 2018.

ISSUES CHAPTER WOULD LIKE HELP WITH

Raising our membership is our priority and particularly as it enables us to carry out more events and raise more money for scholarships. We need assistance in making the membership application and renewal system easier and simpler, plus attracting US suppliers and design firms to join as they look to opportunities in the UK and Europe.

VANCOUVER REGIONAL

Derek Sousa, steering committee chair

NO REPORT PROVIDED FOR THIS MEETING

WASHINGTON DC METROPOLITAN

Monica Meade & Jeffrey Sherman, delegates

chartered November 6, 1992

MEMBERSHIP

We currently have 332 members. Our Chapter has already seen substantial growth this year by close to 20 new members. Membership had its first Membership Drive of 2017 on Thursday April 20th. The event was very successful and resulted in at least two new members! Our Membership Committee visited HVS, Design Firm, to talk about the NEWH organization. The committee plans to visit at least two A&D Firms each month. In addition, the committee will plan visits to local Colleges & Universities, to meet with students pursuing careers within the field of hospitality. They will share the new NEWH Scholarship Video (introduced at the 2017 Leadership Conference) along with other information about NEWH. Membership has shared that someone from its committee will be present at all Chapter Programs and will provide information on our organization with prospective new members. Membership will also participate in each Windesday Wednesday (3-5 scheduled this calendar year) in order to share information and increase membership. Continuing to hold monthly membership/networking luncheons in Baltimore, MD, Bethesda, MD, and now Richmond, VA.

SCHOLARSHIP

The Scholarship Committee has shared that the 2017 goal is to award \$60K!!! The committee has received 15 applications however, has decided to extend the Scholarship Application

deadline to Friday April 21th. Planning has already begun for the 2017 Scholarship Awards Event which is scheduled for September 2017.

Our committee would like to up the 'glamour' of the event this year! Stay tuned...

PROGRAMMING

The programming committee had an absolutely amazing event in March titled "Go Green." The event, which also had a St Patrick's Day Theme was held at District Distillery Company, located in Washington, DC. The attendance was phenomenal with just over 70 guests. Griz Dwight, Architect, was able to share the design concept as well as talk about the design challenges of the project and restaurant design in general. In addition, the staff provided distillery tours and tastings during the event. It was a very educational, engaging, & interactive event.

<http://www.grizform.com/district-distilling-company>
<http://www.district-distilling.com/district-distilling>

1. Our next Programming event is planned for June 23rd. The Programming committee is working diligently to organize a host of outdoor activities which will take place at the Georgetown Waterfront. Afterward guest will tour between 2-3 design/architect firms located in the Georgetown area. It is the desire of the Program Director to engage the Richmond Community in this event. In addition, there will be a focus on

getting several students to participate.

FUNDRAISING

Our chapter is gearing up and focusing on its signature fundraising event: Annual NEWH Golf Tournament. With our anticipated increased membership by the fall, we should have a record attendance. Our fundraising committee has shared that there will be several new and exciting features during this event. The Annual Golf Tournament is scheduled for October 2, 2017 at the Lakewood Country Club.

OTHER CHAPTER HIGHLIGHTS

1. Leslie Anderson, Great Lines Hospitality, (Multi Line Rep) was nominated to adopt the vacant VP Development position. Leslie accepted.
2. Our Board is currently seeking a Marketing Director as David Benson, had to resign due to family matters.

ISSUES CHAPTER WOULD LIKE HELP WITH

None at this time

ADDENDA

MOTION TO APPROVE MINUTES

Date: May 2, 2017

Motion Number: 1

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

Motion seconded by: _____

VOTE COUNT: _____ STATUS OF MOTION:
 YEA: _____ NAY: _____ ABSTENTION: _____ Carried: Defeated:

MOTION TO REALLOCATE FUNDS

Date: May 2, 2017

Motion Number: 2

I Christine Wasmer move that we approve use of Green Voice Partners dollars in the amount of \$5000 to augment the increase in the Sustainable Design Competition, now the Green Voice Design Competition scholarships.

Motion seconded by: _____

VOTE COUNT: _____ STATUS OF MOTION:
 YEA: _____ NAY: _____ ABSTENTION: _____ Carried: Defeated:

MOTION TO ADJOURN

Date: May 2, 2017

Motion Number: 3

I, _____, move to adjourn the NEWH, Inc. Board of Directors Meeting.

Motion seconded by: _____

VOTE COUNT: _____ STATUS OF MOTION:
 YEA: _____ NAY: _____ ABSTENTION: _____ Carried: Defeated:

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.

MEMBERSHIP DIRECTORY – WEBSITE REVISION



MICHAEL ADAMS

NEW YORK

Hospitality Design/Emerald Expositions
Editorial Director

Chapter: Northwest

Membership: Corporate Partner Courtesy Member

Company Profile: Hospitality Design has served as the premier design publication in the hospitality industry, including hotels, resorts, restaurants, casinos, cruise ships, spas, timeshares, and senior living facilities for 26 years. By featuring the accomplishments of established and up-and-coming designers, we set out to teach and inspire our readers, both in the design community and owner-operators, by delivering news, commentary, and trends.

Professional Profile: Insert information about your professional profile here. Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat. Duis aute irure dolor in reprehenderit in voluptate velit esse.

Background/Experience: Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat.

Personal Profile: Insert information about your personal profile here. Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua.

Education: University of Wisconsin

Organizations/Associations: Org Name Here, Second Here, Third Here

Interests: Technology, Art, Music

(646) 654-7621

Contact Me

www.hdmag.com

(646) 654-7626

85 Broad Street 11th Floor
New York, NY 10004
USA



Projects



Videos



PAST MEMBER SURVEY



We miss you... why did you leave NEWH?

Dear Diane,

As a past member of NEWH, we'd love to know the reasons. We invite you to take a 3-minute survey... your anonymous answers will give us valuable feedback to improve NEWH members' experience.

[Click here to let us know](#)

On behalf of NEWH, we sincerely thank you for your past membership.

If you have any questions regarding your NEWH membership, please contact our office at 800-593-6394 or email newh.membership@newh.org

What is your professional area of expertise?

What were your primary reasons for joining NEWH?

How long have you been an NEWH member? With what chapter or region?

Overall, how satisfied are you with NEWH?

What did you like best about being an NEWH member? What did you like the least?

How many NEWH events have you attended in the last 12 months?

Do you believe you were adequately informed of NEWH events?

Did you feel welcome into NEWH?

Who paid for your NEWH membership dues?

Please indicate three top reason(s) for not renewing your membership:

- I thought I had renewed*
- Did not know how to renew*
- My financial situation has changed and membership is no longer affordable
- My company will no longer contribute to my membership
- I am no longer employed in the hospitality industry
- Retired (Please note: retired members are eligible for reduced dues*)
- I am unfamiliar with what the organization does
- Meeting times/locations are not conducive to my schedule
- I do not have time to be involved in the organization
- I do not think the organization is effective or of value (programs, services, etc. do not meet my needs)

Please rate the following:

- NEWH provided me with opportunities to network with industry professionals.
- My NEWH membership was essential to my career success.
- NEWH scholarships and student programs contribute to the future of the hospitality industry.
- NEWH is the recognized voice of the hospitality industry.

Are you a member of the following professional organizations? (check all that apply)

- ASID
- IIDA
- Other

If so, how would you compare them to NEWH?

What is the one thing NEWH could do to entice you to become a member again?

What could be done to improve the NEWH experience for new members?

Would you like to be contacted by NEWH about your responses?

NEWH BRANDED PROGRAMS

WOMEN IN BUSINESS



Join us for a rousing conversation with women business owners...

WHAT EXPERIENCE HAS TAUGHT US.....

How to Develop Your Own Brand
The Fine Line between Confidence and Arrogance, Can You Differentiate?
Fortitude ... What it takes to Stay the Course
The Art of Negotiation
The Politics of Doing Business

<p>Ani Ruiz Chang Principal, Sem Firm</p> <p>Gretchen Gilbertson CEO, Séura Incorporated</p> <p>Deborah Herman Principal, Fabric Innovations</p> <p>Mandy Li President, Mandy Li Collection</p>	<p>Elizabeth Moore Vice President, Masland Hospitality</p> <p>Randy Rubin Principal, Crypton Fabrics, Inc.</p> <p>Lisa Villarreal President & CEO, Lily Jack</p> <p>Local, high profile, women in architecture, design and purchasing will also join the panelists.</p>
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See us at your local NEWH Chapter

NEWH MENTORING



INSPIRE AND BE INSPIRED!



SPEND TIME WITH AN INDUSTRY LEADER TO

- Build Leadership skills
- Understand your goals and possibilities
- Learn to work efficiently and productively
- Network to build relationships
- Discover your priorities

This is your opportunity to sit down with a well known, industry professional for an in depth mentoring discussion which will assist you in focusing on personal and professional growth within your hospitality field of interest. The mentoring program will provide you with support for an additional six months.

Seize the opportunity today by going to <http://newh.org/resources/mentorship/>. Fill out the form and let us know of your interest. We will contact you when we have an event set up with your chapter. Limited space available.

HERE'S HOW IT WORKS

NEWH, INC

takes our mission of scholarship, education and leadership seriously. We believe that with the correct tools, mentor opportunities and networking, our students, new graduates and young professionals will have success in their hospitality industry careers. To further support that mission, NEWH is launching a mentorship program. The program is specifically designed to support students, new graduates and young professionals who are entering the hospitality industry. We will be presenting a series of programs for each of the following disciplines: Interior Design, Procurement, Sales, and various aspects of Hospitality Management. Education is the cornerstone of NEWH and we hope you will join us as we enlighten, educate and share growth opportunities for our membership and the industry at large.

INTERESTED IN LEARNING MORE ABOUT THE PROGRAM AND HOW TO GET INVOLVED? SHOOT US AN EMAIL!

SANDY BANKS
SANDY@SANDYBANKS.COM



Thurs Aug 4

The Alford Inn | Winter Park, FL 32789
2:00 – 5:30 pm

BrandED

An Educational + Networking Event Sponsored by NEWH, Inc.

Speakers



Eric Nicolas
Director Innovation & Design



Shannon K. Davis
Director, Plan Review



Stephano Delorenza
Associate Manager,
Architecture & Design
Program Lead, Design
Immersion

Designers + Architects

Don't miss this extraordinary business opportunity to learn about IHG brands and what they see in the future.

AGENDA

- 2:00 – 2:30 Registration
- 2:30 – 4:30 IHG Presentation
 - Meet IHG
 - IHG America's family structure
 - Lifecycle of a project
 - Brands and brand design
 - PIP/Plan review process
 - Design immersion
 - Example projects
- 4:30 – 5:00 Q & A
- 5:00 – 5:30 Networking

RSVP Required: www.newh.org/sunshine/branded
Limited seating — Register Now!
\$45.00 members and \$75.00 non members
Complimentary parking for attendees.



*IHG® Rewards Club not applicable to Kimpton® Hotels & Restaurants; to be included at a future date.

NEWH, INC. INSTAGRAM GUIDELINES

Goal:

Grow awareness to NEWH through Instagram by displaying images that showcase our mission and events that are happening on an International and Chapter level.

Objectives:

1. Post an image daily
2. Be consistent with message
3. Market scheduled events
4. Keep post professional
5. Engage your followers
6. Drive traffic to website

Ideas of what to post:

1. Post pictures of members
2. Post quotes that relate to our mission statement
3. Tell a short story
4. Hold contest
5. Thank event sponsors (including sponsor logo)
6. Post meeting notices on Instagram
7. Post event wrap-up photos (i.e. 'look what you missed')
8. Promote one member per month
9. Highlighting TopIDs
10. Highlighting scholarship recipients
11. Sustainable tip a week

What **NOT** to do/post on Chapter or NEWH Inc Instagram pages:

1. Post too many times (more than 3 times a day)
2. Share partying images
3. Overuse hashtags (no more than 15 hashtags)
4. Use an advertising platform (no ads, thanking sponsors is ok)
5. Use profanity
6. Use someone's photo without giving them credit
7. Post without captions
8. Political Statements or Views
9. Ignore followers comments
10. Auto share every Facebook or Twitter post

Chapter Guidelines:

1. Only 2 people on the board are to have the rights to Instagram. The Board should approve who these 2 people are since they will have Social Media privileges and passwords.
2. Only one password is to be used for Chapter Boards, The password is to be provided to NEWH, Inc. as well.
3. The password for the Chapter is to be changed if and when a person with Instagram privileges no longer participates in posting.

Hashtags:

#Hospitality Industry
#Raisingmoneyforscholarships
#NEWHInc
#donate
#nonprofits
#hospitalitydesign

#leadership
#education
#hospitalityscholarships

Tags:

@NEWHInc
@chapter (i.e. @NEWHDallas, @NEWHAtlanta, etc.)

Non-Profits to follow on Instagram for inspiration

<http://www.nonprofitmarketingguide.com/blog/2015/04/16/50-nonprofit-instagram-accounts-you-should-follow-right-now/>

Please follow NEWH, Inc. on Instagram @NEWHInc

NEWH/INDUSTRY CALENDAR

2017			
1-May	NEWH Founders Circle	Mandalay Bay Convention Center, Las Vegas	
2-May	NEWH, Inc. Board of Directors Meeting	Mandalay Bay Convention Center, Las Vegas	
3-4 May	Australasian Hotel Industry Conf. & Expo	Grand Hyatt Melbourne, Australia	http://www.ahice.com.au/
3-5 May	HD Expo	Mandalay Bay Convention Center, Las Vegas	
15-16 May	SAHIC Cuba	La Habana, Cuba	http://sahiccuba.com/eng/
15-17 May	Boutique Design Hospitality Match	The Francis Marion Hotel, Charleston, SC	
17-18 May	Russia Hotel Upgrading & Development Forum 2017	Sheraton Moscow	http://hotel.mykar-events.com/
18-May	NEWH Regional Tradeshow-Hawaii	Hyatt Regency Waikiki Beach Resort & Spa	http://newh.org/events/newh-regional-tradeshow-honolulu-hi-2017/
20-23 May	NRA Show	McCormick Place, Chicago, IL	www.restaurant.org/show
21-24 May	ICCF	New York, USA	www.icff.com
22-28 May	Boutique and Lifestyle Hotel Summit 2017	The Montcalm, London	www.boutiquehotelsummit.com/
23-May	HD Siteseeing	New York, NY	
23-25 May	Clerkenwell Design Week	Clerkenwell, London	www.clerkenwelldesignweek.com
22-25 May	Index Design- Middle East	Dubai World Trade Centre, Dubai	www.indexexhibition.com
4-6 Jun	NYU Investment Conference	Marriott Marquis, New York	www.scps.nyu.edu/academics/departments/tisch/conferences-events/ihii-conference.html
5-6 Jun	Decorus Expo	Moscow, Russia	www.decorusexpo.com
6-Jun	9th Annual Cornell Icon & Innovator Awards Dinner	The Pierre New York, New York	https://sha.cornell.edu/corporations-recruiters/events/cornell-hospitality-icon-innovator-awards.html
7-Jun	HD Awards	New York, NY	
7-Jun	Boutique Hotel Investment Conference	The Times Center, New York, NY	
7-9 Jun	HI Design Europe	Le Meridien, Lav, Split, Croatia	www.hidesigneurope.com
8-11 Jun	Index Interiors & Design Mumbai	Mumbai, India	www.ubindexfairs.com
13-Jun	HD CityScene Washington DC		
12-14 Jun	NeoCon	Merchandise Mart, Chicago, IL	www.neocon.com
14-15 Jun	NextGen	Washington DC	http://www.hdnestgenforum.com
20-22 Jun	HISPEC	Barceló Renacimiento, Seville, Spain	http://hispec-emea.com/en/
20-22 Jun	The Facilities Show	Excel, London	www.facilitiesshow.com
22-Jun	NEWH Regional Tradeshow-United Kingdom	date tentative	http://newh.org/events-list/newh-regional-tradeshow/
25-27 Jun	The Hotel Show Africa	Gallagher Convention Centre, Johannesburg, South Africa	www.thehotelshowafrica.com
25-27 Jun	HOTEC Design	Palm Beach, FL	http://www.hotecglobal.com/design
25-28 Jun	LE Miami	Miami Beach Convention Center, Miami Beach	www.lemiami.com
25-28 Jun	Hospitality Match	Charleston, SC	

26-29 Jun	HITEC		
28-Jun	AHEAD Americas	Perez Art Museum, Miami, FL	www.aheadawards.com/americas
20-23 Jul	AIFF	Melbourne, Australia	www.aiff.net.au
24-Jul	Boutique Design Summer Forum		
25-27 Jul	HotelsWorld Australia: New Zealand	Sofitel Sydney Wenworth, Sydney, Australia	www.hotelsworld.com.au
30 Jul - 3 Aug	Las Vegas Market		
2-5 Aug	The Hotel Show Philippines	Manila, Philippines	www.hotelshowphilippines.com
24-Aug	NEWH Regional Tradeshow-San Francisco		http://newh.org/events-list/newh-regional-tradeshows/
Sep	Boutique Lifestyle Leadership Symposium		
6-8 Sep	MOOD	Brussels, Belgium	www.moodbrussels.com
8-12 Sep	Maison & Objet	Paris Nord Villepinte, France	www.maison-objet.com
12-Sep	HD CitySCENE New York		
12-15 Sep	China International Furniture Expo	Shanghai, China	www.furniture-china.cn
14-Sep	NEWH Regional Tradeshow-Minneapolis		http://newh.org/events-list/newh-regional-tradeshows/
18-20 Sep	The Hotel Show	World Trade Centre, Dubai	www.thehotelshow.com
21-24 Sep	London Design Fair	Old Truman Brewery, London	www.londondesignfair.co.uk
26-Sep	NEWH Regional Tradeshow-Chicago		
3-Oct	HD CitySCENE Miami		
	Boutique Design Fall Forum		
9-12 Oct	The Lodging Conference	Arizona Biltmore, Phoenix, AZ	www.lodgingconference.com/
14-19 Oct	Highpoint Market	Highpoint, NC	www.highpointmarket.org
17-Oct	NEWH Regional Tradeshow-Seattle		http://newh.org/events-list/newh-regional-tradeshows/
25-Oct	HD CitySCENE San Francisco		
6-10 Nov	Barimat Paris	Paris, France	www.batimat.com
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	
12-13 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/
13-15 Nov	Index Qatar	Doha, Qatar	
14-Nov	Platinum Circle Awards	New York, NY	www.hospitalitydesign.com/awards-events.shtml
14-17 Nov	Downtown Design	Downtown, Dubai	www.downtowndesign.com
Dec	IIDEX		
6-Dec	HD CitySCENE Dallas		
2018			
4-7	KBB Birmingham		http://www.kbb.co.uk

Mar			
11-12	BDNY		www.bdney.com
Nov			

NEWH BOARD OF DIRECTORS MOTION FORM

Date: November 12, 2016

Motion Number:

I, _____

Motion seconded by: _____

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

Notes on discussion: