



**BOARD OF DIRECTORS MEETING**  
**April 28, 2010**  
**Sheraton Hotel Conference Center**  
**MYRTLE BEACH, NC**

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

From: Ms. Sherrie Wilson, Secretary

**I. CALL TO ORDER**

MEETING CALLED TO ORDER BY PRESIDENT LANCE NADING AT 5:42PM.

**II. ROLL CALL**

President Lance Nading  
Board Member Gail Stolzenburg  
Board Member Leo White  
Board Member Jason Rivera  
Board Member Reno Reser  
Board Member John Serbin  
Board Member Noboru Saito  
Board Member Jim Webb  
Board Member Mike Swain – Not in attendance at beginning/ Joins meeting during CEO Report  
Board Member Ken Bellmard  
Board Member Dr. Ron Tripp – Not in attendance  
CEO Jose Rodriguez

**III. APPROVAL OF PAST MINUTES**

MOTION BY LANCE NADING TO MOVE THE APPROVAL OF PAST MINUTES TO LATER IN THE AGENDA.

ALL APPROVED, MOTION PASSES.

MOTION BY LANCE NADING TO REVISE THE AGENDA AS PRESENTED SO THAT THE NATIONAL OFFICE STAFF MAY PRESENT FIRST AND BE RELEASED TO ATTEND TO OTHER DUTIES. ALL APPROVED, MOTION PASSES.

#### **IV. CEO REPORT**

CEO, Jose Rodriguez discussed how the Executive offices had moved to Florida. Rodriguez requested that the board evaluate the organization based on performance rather than the location of where the employees were conducting business and their offices. Rodriguez stressed that since the reorganization of the staff, there had been significant improvements in the areas of membership, fundraising and general operations.

The first topic covered by Rodriguez was marketing which is under the direction of Sherrie Phillips. Rodriguez reported that Maximized Living was signed as a sponsor for \$20k per year plus services creating a contract of significant value for USA Judo. USA Judo will be having a kick off of the Adopt An Athlete program with them at the Antlers Hotel in Colorado Springs at the end of May where USA Judo will partner with them to kick with their doctors to pair athletes with individual doctors who will contribute to their support through the Adopt An Athlete program. USA Judo is also having Maximized Living doctors travel with the US team and work at all of the national, regional and several local events. All of this is 100% funded by Maximized Living over and above the sponsorship of \$20k per year. Rodriguez clarified this does not replace our medical committee in any form. There activity is different than our medical committee. It was stated that Maximized Living also sends certified athletic trainers that are chiropractors so they can handle athletic training issues on international trips when we don't have an athletic trainer scheduled to attend. USA Judo will still have our medical doctors that will treat athletes as doctors do for the issues related to them.

USA Judo also signed the sponsor Brentwood digital in the area of digital photography for our awards and memorabilia items. The contract is for \$5,500 per year and 30% commissions on gross sales. The contract will go through 2012 and the company will be selling all of the podium shots as well as competition shots and memorabilia items that photos can be placed on.

USA Judo completed the Combined Federal Campaign application and should this will be ready to go for 2011. Now government employees and military personnel will be able to select USA Judo as an organization they may donate to on a regular basis out of their paychecks.

USA Judo has also signed a deal with IBean Coffee who offers a club program where clubs make money for their own programs and USA Judo will earn a percentage of sales. This is a good members benefit for our clubs that can provide them some income as well USA Judo will make proceeds from bags of coffee that will be sold with our logo or the individual club may place their own logo on the bags. Proceeds will be \$3 to the clubs and .25 back to USA Judo on each bag of coffee sold.

USA Judo is working on finalizing a deal with Tanita Scales for product and hopefully a fee as well. Right now we are looking at 4 complimentary scales per year through this program with the scales valued at over \$1,500 each.

USA Judo now has over 50 members in the Circle of 100. USA Judo has signed over 20 members in the last 6 weeks and is currently are running a special through the national championships that will over those that sign up now the opportunity to become Life Members as well.

USA Judo is running a silent auction of sports memorabilia at this and hopes to raise at least \$4,000.

USA Judo also submitted a grant to the state dept for 87k for exchange with Costa Rica and Uruguay. If selected by the Bureau of Education and Cultural Affairs, the funds will be used to create an exchange program between the United States and coaches from these countries. The judo association President's of Costa Rica and Uruguay actually signed the agreement to support the grant.

Finally, The Leaders in Legacy project has been worked on by Sherrie and Reno Reser. Through this program USA Judo members will be able to allocate a portion of their will or trust to USA Judo through a variety of means.

Rodriguez went on to discuss national and international events that are being lead by Corinne Shigemoto. He provided a complete list of the events for USA Judo beginning with what is being referred to as “Judo Mania” in Florida that will take place in August. Some of the events that will be included are; IJF A Level Testing, IJF World Cup, US Open, Central/North American Championships, Referee Testing for IJF B, Panamerican Jr. Championships and Panamaerican Paralympic Championships, And finally Panamerican Masters Championships. RodrigueZ then reported expected numbers of attendees at the event.

Lance Nading asked who would be responsible for breaking even on the Florida events. RodrigueZ explained that all events in Miami will be taken on by the Florida organizing group. The events in Florida held at Disney will be taken on by USA Judo.

USA Judo has made great progress with the IJF World Cup. USA Judo has a new website for the World Cup and a Facebook, plus a YouTube account that is dedicated to the world cup. The address is [www.judoworldcupmiami.com](http://www.judoworldcupmiami.com). USA Judo is using this to emphasize to the judo world that this is the place to be.

The USOC has also agreed to broadcast this via Comcast nationwide, so this is a big advancement since USA Judo has not had the interest in broadcasting judo in the past. Comcast and the USOC felt they could marry MMA and Judo. Mike Swain has agreed to be the color commentator. USA Judo may also have a Brazilian World Champion female commentator that would add a lot to the event. It would be shown on Saturday night on a two hour delay after USA Judo competition finishes. This will be broadcast on VERSUS station. There will be limited seating of 600 people at the event. USA Judo is hoping that Mr. Viser will attend.

This is a great opportunity to position the referees. This also has the potential to become a Grand Prix. RodrigueZ was approached on this issue in El Salvador. However, USA Judo’s decision will be made based on the end cost of the event. USA Judo would like to have a dinner with some of the individuals from the IJF that will be attending the event but there are challenges with funding. USA Judo also has challenges to find funding to take the referees that are coming to the events. Lance Nading commented that USA Judo should make money or break even on the events so perhaps USA Judo can budget for the referee and IJF needs. RodrigueZ emphasized that there are also several expenses that USA Judo doesn’t typically have.

RodrigueZ again emphasized that though the venue is small, it will look full so this is much better than having an overly large venue. RodrigueZ then showed the logo for the World Cup. RodrigueZ suggested that USA Judo do a golf tournament and get the Indian groups involved to participate.

Next, RodrigueZ discussed membership and commented that there is a large improvement. New membership attitude is much better and USA Judo is completely focused on servicing the members.

Mike Swain joined the meeting at this time.

Members are now getting renewal notices 60 days, 30 days and 1 day prior to their renewal being due. If they don’t renew USA Judo is sending a note saying from USA Judo saying “We’re Missing You”. USA Judo would like to go to straight email but 20% of our memberships still do not have email so USA Judo has to rely on postage mailings still.

Corrine is also making club calls. She is speaking every other month to at least one person from each club. USA Judo is also allowing club coaches to register athletes rather than having athletes have to register themselves. USA Judo is working through the pros and cons of this situation right now. Gail Stolzenburg asked if the club coaches get a list of expired members or members that need to renew. Corrine explained that coaches may manage on line now. The issue of auto renewing was discussed and Leo White expressed that this is what we should go for. It was explained that there are liability issues involved with auto

renewing that the organization cannot take on. The liability issues have to do with maintaining billing information on members.

In 2005 the membership numbers closed with 6135, in 2008 USA Judo hit 9,000. Today USA Judo closed at 9,442 members and the goal is to break 10,000. Graphs were displayed showing USA Judo variances in membership sign ups by month. Each July our numbers oddly drop regardless of Junior Olympics. December is another tough month because of the holiday shopping season.

Rodriguez requested that the Board take a look at USA Judo insurance issues. We are spending \$41k on insurance and only taking in \$11k on sanctions. This first quarter is at \$3,825. Lance asked about the issues with state sanctions and realizes that some of them are working hard for judo. USA Judo does need to respect functioning states but continue to centralize all services provided by USA Judo. Only four states issue sanctions, the other states do not as they don't all meet the criteria as a functioning state which include; hosting Board Meetings, hosting State Championships, recording meetings, have elected officers, etc. Jim Webb described what Texas does and how it benefits USA Judo. Lance recommended that the States eventually get out of the sanctioning business and USA Judo figures out how to grant them monies in other ways. USA Judo is ahead on collecting monies from sanctioning right now.

Rank and promotions are steadily improving. If USA Judo can continue to do a good job on this, USA Judo may be able to hit \$50k. What will improve these numbers is if USA Judo can finalize ranks and items with the IJF and PJC. USA Judo will now be able to issue reports and send money to the IJF and have the certificates in our own offices. USA Judo is dealing with some past issues of members whose rank USA Judo paid for however, the individual did not receive certificates. To keep things moving smoothly and ahead in this area USA Judo will most likely have to just pay IJF for these.

USA Judo also has a variety of membership cost that USA Judo has summed up to equal about \$30.41 per member. This includes the \$5 per state rebate. As you know USA Judo has sent you a motion that USA Judo would like for you to entertain and consider. This would be in regards to restructuring the state rebate.

There are three levels of rebate. Level number one would be Florida, Texas, New York, Colorado Texas, Level 2 would include the list of states provided and they would have to register between USA 100-499 members. Level number 3 would need to register between 0-99. This level would be used to allow State organizations to apply for specific grants for specific things such as medals, etc. as long as they would benefit judo. This is a structure USA Judo is proposing and would like you to consider.

With Jujitsu, USA Judo just received a report and USA Judo is promoting membership to 400 clubs. USA Judo has had jujitsu participants in three judo contest. USA Judo is considering partnering with Seth Bregman. USA Judo is more and more focused on allowing judo clubs the opportunity to have offer jujitsu to their judo clubs. USA Judo also has 12 other clubs committed to have jujitsu. The Cohen's just did this and added 60 athletes to their event. USA Judo is making an investment and spending some money on Jay Warwick for his consulting, but USA Judo feels this will be worthwhile. A logo was presented for Jujitsu which is similar to the USA Judo logo.

The World Cup YouTube video was then displayed and it was explained that we are marketing a destination as well as the event. This is the only world cup so far to market itself this way. USA Judo believes this will be a successful approach. Mike Swain commented that the World Cup website was terrific because it has wow factor and that it explains what judo is and this is the message that our USA Judo website should have as well.

Mike Swain then asked if the IJF was alright with jujitsu being held as well. Rodriguez explained that jujitsu will be held at a different time of day and not at the same time as judo. Lance Nading felt it was important that we know how to answer this question. Most judo people don't know a lot about jujitsu. It's important that we capitalize on the potential fit with Jujitsu because of the MMA movement. Also, this can be profitable for judo for right now even if they break off with jujitsu in the future. For the jujitsu movement this can be a path to the Olympic movement for them so it's important for them as well. This is

a reality that is occurring, this won't make our organization huge but it will help us to cut losses from an insurance perspective.

Rodriguez explained that to build the US Open back up again, we can get people to stay and participate in the US Open after the World Cup. This is an opportunity to build up the US Open so it's a property for the city. Mike Swain commented that the jujitsu practitioners must be wowed by judo in order to assist us with building our membership. Swain explained that jujitsu players must have an easy way to understand how to obtain judo rank, judo structure and how to join a club. He expressed that this was his belief in how we will capitalize on jujitsu players.

Jim Webb explained that the USJA did this by creating a rank system and providing insurance and charging for all of these items. Lance explained that we can encourage jujitsu members to become Judo players because they will have affiliation with an Olympic sport.

Mike Swain expressed that we must promote judo to jujitsu players to promote and grow members. Swain stated that there should be a requirement on the consultant that we obtain members. Levels should be set that the consultants must achieve in this area. Rodriguez said that this point was well taken.

Eddie Liddie presented the High Performance report. He explained an issue we have is that the tournament in Brazil is very important for our qualification for the Olympic Games. The President's Cup is now scheduled on the same weekend so this would cause a problem on the roster because we could potentially have a number 8-10 athlete pass a number 2 ranked athlete. Athletes have called from all over regarding this weekend. Liddie made recommendations to change the date or down grade the ranking of the tournament. The Brazil tournament was announced after we had already signed agreements for the President's Cup.

Points will count from May to May for Olympic qualification. For men you have to be in the top 22 in the world for you to qualify for the Olympics and the top 14 for the women. This will be by name and not by country. This is very important that it's unforgiving when it comes to injuries. If you have two athletes in the top 22, then it would have to be a selection or a trials within your own country to determine who would attend. There would be the same basic premise as we always have that the number one is protected.

A direct invitation will be issued by the IJF to athletes. If two athletes qualify from the same country then the country determines the system for selecting the participating athletes from their country. This means we have to spend more money on our top ranked athletes to get them to the best places because they will take the best top 5 finishes of each athlete and this will determine the top 22 and top 14. This means we have to invest money in the upper ranked guys rather than the lower ranked guys to ensure they hit the top 5 events that have an impact.

Qualification through the PJC is not like it use to be, they will combine all world rankings and run them from who has the most points down to who has the least points in those countries. All athletes will go on the list regardless of weight class. This is athletes that have not yet qualified, then each athlete will have a ranking and each country from this list will be allowed their one highest ranking athlete on this list. The first 12 months finishes and the athlete loses half of their points, the following year the athlete will retain all points. A breakdown of the qualifications was then provided to the board on the Olympic IJF selection process. The host country will be allowed 14 and they reserve 20 invitations. There are 252 direct qualifications and the continentals are allowed 100 places. Then there is a wild card that is reserved that the IJF may give as they would like.

Liddie went on to explain the world ranking list for the tournaments. He explained the breakdown of points by tournament as well the breakdown of how the athlete's performance in the tournaments determines his points gained and the qualifications. The prize money for the various tournaments was also explained. The world ranking list was provided and it was shown that Travis Stevens would currently qualify as his ranking is now 14. Kayla Harrison is also now #14. Both would be granted slots right now. However, the qualification is just beginning and we need to keep this in mind. Liddie explained that they have determined athletes jointly with the USOC that they believe would have the opportunity to medal. Right

now we have six athletes under contract that get \$500 a month if they meet the items laid out in their contract; Rousey, Eldred, Rodriguez, Harrison, Malloy, Stevens.

JIM WEBB MADE A MOTION TO GO INTO EXECUTIVE SESSION. RENO RESER SECONDED. ALL APPROVED. MOTION PASSES

MOTION WAS MADE BY LANCE NADING TO COME OUT OF EXECUTIVE SESSION. SECONDED BY JOHN SERBIN. MOTION APPROVED. MOTION PASSES.

Rodriguez emphasized that it is important that we understand the structure and the difficulty to qualify athletes now. He also said that we must be able to explain to our members the decisions we make because we must get behind the right athletes and make the decisions that are tough. Lance Nading reiterated that we must get behind our most successful athletes while also being able to support grassroots programs.

Liddie predicted that next year the USOC funding will go to organizations with a model based on medal winning. White explained that Taekwondo only sent four athletes to the games, all of which were successful, so we will be doing exactly what we should be doing. This is a respected Olympic model.

Liddie explained with the Pan Am's it was performance based. If you go and medal at large events there is a potential to get money paid back that you spent as an athlete. There are also different levels that are funding based on performance.

Liddie went on to explain the world team schedule. For some athletes it is mandatory, for some it is suggested. For the camps we are assisting about everyone get there. The junior schedule was also presented. The two athletes going to the youth Olympics are Max Schneider and Katelyn Bouyssou. There are schedules already created for both athletes.

It's important to note that this Monday all points are wiped out and it all begins again after Monday for the Olympic Games selections. Swain stated that we just sent Eldridge to Korea for a month and we need to have email blast that let people know what we are doing as well. This is also important for getting outside jujitsu members and getting them to show what we are gaining.

Ken Bellmard asked if the board could be kept regularly up to date on the ranking and the performance of the athletes on the world level. Lance Nading said that we need to send a short blast once a month to show what we are doing for our athletes on a regular basis even if it's a video stream. We need to show the membership what the top 6 athletes that we are investing in are doing. Rodriguez agreed that we need to do this well and continue to social message to everyone we can.

Rodriguez stated that he had a meeting last week with the USOC and that it was important that the Board heard and knew that it is up to the NGB's to make hard decisions because the USOC will make hard decisions for funding based on how the NGB's move forward.

It was also emphasized that we must raise more money and we must bring in more sponsors. We must position ourselves so that people will invest in our athletes. He made it clear that he cannot do the things that the USOC is asking him to do and work as he is being pulled in so many directions. USOC may consider how much USA Judo is contributing financially when they invest money into judo as a sport.

MOTION WAS MADE BY LANCE NADING TO ACCEPT THE CEO AND HIGH PERFORMANCE REPORT. ALL APPROVE. MOTION PASSES.

## **V. ADOPTION OF MINUTES**

Lance Nading called for any changes to the minutes of the last meeting. No changes were made; however, Gail Stolzenburg requested that the board receive the minutes in more advance of the next meeting.

A MOTION WAS MADE BY LANCE NADING TO ADOPT THE MINUTES FROM THE OF OCTOBER 24 & 25, 2009 MEETING. ALL APPROVE. MOTION SECONDED BY GAIL STOLZENBURG, MOTION APPROVED AND PASSED.

#### **VI. USJA/USA JUDO JOINT AGREEMENT**

Lance Nading stated that the USJA and their objectives are more aligned with USA Judo as the NGB. He elaborated that the fundamental goals of the USJA have changed which will allow both organizations to gain some opportunities.

Nading discussed several of the changes including rank promotion and recognition of ranks.

For grassroots development the most critical point which includes providing clubs good access to basic member services. Nading stressed that organizations must work together when mutually beneficial. USA Judo will work towards accommodating all reasonable requests. There are several issues on the table that can be explored as opportunities.

Nading stated that where there is mutual benefit to work with the other organizations to grow judo, this should be the effort and focus. We can work together to move judo forward and we can still continue to grow our own membership and services.

Nading expressed that the agreement was highly complimented and approved of by the USOC particularly the items that dealt with reciprocity of coaches, referees and rank for the three organizations (USJA, USJF and USA Judo).

MOTION BY LANCE NADING TO ACCEPT REPORT PRESENTED ON THE USJA AND ACCEPT THE DOCUMENT PRESENTED WITH THE SIGNATURE OF LANCE NADING EXPRESSING THE WISHES OF THE BOARD.

DISCUSSION; Gail Stolzenburg requested to understand if there are changes to the insurance how that will effect the agreement and how the membership requirement will be addressed. The intent was specific to October 29<sup>th</sup>, 2009 of this contract was requested to be noted on the minutes by Ken Bellmard.

LANCE NADING CALLED FOR SUPPORT OF THE ABOVE MOTION. ALL APPROVED. MOTION PASSED.

Gary Goltz, President of the USJA, joined the meeting. Goltz addressed the Board and stated that he was in favor of the organizations working together to grow judo and that this can be accomplished better working as a team.

The Board applauded Gary for his attendance and willingness to work towards resolution of the issues that were presented through this situation. Goltz stressed that there were compromises on both parts for the organizations and we should continue to work for the better good of judo.

#### **VII. NATIONAL COLLEGIATE PROPOSAL**

The proposal submitted in writing by Chuck Jefferson, President of the NCJA, was presented. The proposal included the following items:

1. Make the NCJA tournament a testing event for USA Judo Referee's. Rational: Give reason for referee's to support the event. Even with the scholastic even being around the same time, the events are each small enough that there are plenty of referee's to attend both (even if they get scheduled on the same date again).
2. Offer Free entry fee for 1st place Champions in the Black Belt Division of the College

Nationals to the USA Judo Senior Nationals. (14 Athletes)

3. Offer 2 Clinics per year for 1-2 day Clinic for NCJA Member schools. Flight & Clinician Fee to be paid for by USA Judo. Location of 2 Clinics to be determined by NCJA.

4. Reconsider the possibility of making the College Nationals an E level event. Rational: A player is only allowed points from a maximum of 2 "E" level events. Although some people are not eligible for the collegiate nationals, it would only be 1 of 9 choices of E level events. Non-collegiate players still have 8 chances to gain a maximum of 2 points.

Mr. Yosh Uchida addressed the motion. He expressed that the NCJA would like for collegiate to get E level status because it will assist with growing judo through members as well as the event. On the west coast they are very anti USA Judo mainly because it cost a lot of people to fly people into an event like this.

There is a perception that USA Judo does what they want to do but sometimes does not to help the players enough. There are complaints that the tournaments are in hard places to get to. With the US Open here, and the next Senior Nationals in Virginia Beach, the west coast is feeling isolated from USA Judo. At one time USA Judo had 45,000 members and then it dropped to 6,500 and now it is up slightly but we need to look more to see where we and how we can grow judo.

We must also change the mentality that we will lose in world competition and this must be changed at the junior level. We must look at the development area and not let kids be doing things like drop seoinage. We must look at their newaza and evaluate that as well. Again, we must take a look at the very young and figure out what we need to do at the next 10 and 20 years. Without members USA Judo will be at the bottom of the USOC list.

Nading stated that we are working very hard and we recognize and appreciate all of Mr. Uchida's remarks. Rodriguez stated that the motion had two main points; 1. Contemplate E level status for the National Collegiates and 2. To develop a promotional piece of material that would promote judo to high school and youth athletes about their opportunities. Rodriguez explained how we were going to create a collateral piece to go out to all juniors that would provide options for them continuing judo after high school was over.

Lance Nading asked that the collegiate discussion be tabled until the following day of meetings.

#### **VIII. ADDITION TO AUDIT COMMITTEE**

MOTION BY GAIL STOLZENBURG TO ADD NOBORU SAITO TO THE AUDIT COMMITTEE. ALL APPROVED. MOTION PASSED.

#### **IX. JUNIOR RANK SYSTEM**

Lance Nading has been working with Corinne Shigemoto on Junior Rank. However, it is not quite ready to present, it is similar to what the USJA and USJF do now so that our clubs may embrace a rank system for our juniors. It is another member benefit that we can offer. We hope to present the new rank system within the next 30-60 days.

MOTION TO BY LANCE NADING TO RECESS THE MEETING AT 9:00 PM, APRIL 28, 2010 AND RECONVENE AT 10:00 AM ON APRIL 29, 2010.

The meeting reconvened at 10:15 and was called to order by Lance Nading.

Nading started by thanking Mr. Saito for his role with fundraising and his assistance with the Circle of 100.

#### **X. USJA AND USJF JUNIOR NATIONAL POINTS**

Nading then discussed proposing that the USJF and the USJA junior nationals should be awarded half points for their events. He reiterated that it sent the right message for mutual cooperation.

MOTION BY LANCE NADING TO PROVIDE HALF POINT STATUS TO THE USJA AND THE USJF JR NATIONAL CHAMPIONSHIPS FOR ANYONE THAT OBTAINS POINTS AT THAT EVENT THAT IS A USA JUDO MEMBER. MOTION SECONDED BY JIM WEBB. MOTION PASSES.

## **XI. OLYMPIC AND PAN AMERICAN COACH SELECTION**

Eddie Liddie recommended that Jimmy Pedro Jr. be selected as Olympic Team Coach. He reiterated that Pedro had started the U23 program and the successful athletes that are now are strongest contenders for the Olympic Team. Liddie stated that Pedro had been significant with helping athletes and working for the success of USA Judo.

MOTION BY JIM WEBB THAT JIMMY PEDRO JR BE NAMED AS THE HEAD OLYMPIC TEAM COACH FOR THE 2012 OLYMPIC GAMES IN LONDON. JOHN SERBIN SECONDED MOTION. MOTION PASSES.

Eddie Liddie then addressed the Pan American Games coach and stated that the 2011 Pan American Games is not part of the Olympic qualifying system for USA Judo, however, that the USOC counts this event heavily. Thus, it will need to be determined what impact the event results for judo will have on USA Judo's funding from the USOC. Now athletes must qualify for the Pan Ams and there will be a ranking system similar to the Olympic Games; now we must sent to Pan Am's, Pan Am Championships, Pan Am Grand Pre.

Nading asked if we have an equivalent of U23 and Liddie stated that we do. He also reiterated that he is trying to run a junior program on \$5k so he has had to slow down the program. Nading requested that we get that program up and running again and try to locate money for it since significant athletes such as Travis Stevens came from that program. The Youth Olympics was again reviewed, however, Rodriguez explained that there are some serious issues with these Games because of cultural issues and also there is a lack of accommodations for the US athletes.

The discussion of the President's Cup was brought up in relation to should the event be a point tournament because of the conflict with the Brazil, A event that is a qualifier. The recommendation from the Board was to move the dates of the President Cup to another date. Liddie recommended that the point value of the event be reduced. Nading responded stating that we are trying to create a pipeline and this will serve as the pipeline in the future. He also stated that we need to give the tournament time to develop. Liddie stated that this was a lot to ask of the athletes because of the financial pressure to travel to Europe and all over the United States as well. One of the issues is the location of the event has not been a strong draw for last year and this year. Liddie reiterate that we need to focus on getting people qualified and we don't want to put some of our best people out of contention.

Reno Reser said that it was extremely important that athletes were aware of deadlines and that they be notified of the deadlines far in advance. There is currently a High Performance letter that goes out to everyone but it's a lot of information. Lance Nading suggested that the High Performance report was still issued but that USA Judo also pulls out the highlights and attempts to get those communicated in shorter communications. Discussion ensued about getting people to read information and possibly including more video links.

MOTION BY LANCE NADING THAT JOSE RODRIGUEZ EXPLORE ALTERNATIVE DATES FOR THE PRESIDENT CUP. SECONDED BY JOHN SERBIN . MOTION PASSES.

## **XII. MEDICAL PROVIDERS**

The issue of Maximized Living, the medical committee and Falcon Physical therapy was discussed. It was explained that Falcon Physical Therapy provides free mat side care at our events, which we typically pay for. Also that Maximized Living is now a sponsor and they fund themselves to our events and provide free

care to athletes as well. There is no intention to replace the medical committee however, this allows us to expand services and also obtain sponsors.

### **XIII. COMMITTEE REPORTS**

#### **A. Audit and Finance**

Gail Stolzenburg distributed to 2009 audited financial report. He stated that we need to make sure we collect from the PJC. The auditor suggested that we write it off. On page 10 of the draft period ending 12/31/2009 states that the organization has an outstanding amount of \$40k for insurance cost, this item has been taken care of so we are requesting the auditor to remove this from report.

The second item pertains to organization being in dispute from a former Board member, this item has been resolved and we are asking that this be removed from the report. He stated that we have increased the net assets by approximately \$37k. This means that the net worth is still in the negative but we are reducing debt. Nading thanked Gail Stolzenburg for his work on this. Stolzenburg stated that there is a committee that reviews seven documents each month and that he cannot take credit for all the work. Nading stated that Gail is up for reelection in October.

MOTION TO ACCEPT REPORT BY LANCE NADING. SECONDED BY KEN BELLMARD.  
MOTION PASSES.

Gail then discussed the budget vs. actual and distributed this report. He said we did not have a report that balanced in the beginning and now we have one that provides a projection for 6 months and we hope to have it eventually be able to project out for one year. Rodriguez explained that Werner Walter and he had worked closely together on cash flow and the budget that the board has approved. Now we are able to compare the actual to the budget and we can look at each line item and each quarter. This is important when we review items like membership that is around 33% of our budget. To make this budget we have to average \$33k per month, if we go below we have problems making the budget. We have been slightly over each month, this month we are going to just hit it. The bright points are Corrine Shigemoto's work on membership and Sherrie Phillip's work on fundraising.

Right now we are a bit short on jujitsu, but we hope to see those numbers come back for us. Swain asked about what we have invested in to the jujitsu program with consultants and Rodriguez provided the explanation of Jay Warwick's fees. Coach's education is a wash so whatever comes in goes out.

As of the first quarter we have brought in \$447k. The issue we must adjust is that we fell short at Scholastics that we had anticipated. We fell about \$20k short of income that we had hoped for. Rodriguez explained an adjustment will be made based on the Senior Nationals and other items. He expressed that location of events plays a role and that we must start to review this more to draw attendees. Stolzenburg asked that we have the budget and projections on a quarterly basis in the future.

Rodriguez then addressed the expense side. He first discussed the staff and said one area we might need to look at is the software processing for registration and events and that's because more people are registering but this should be ok since more people are registering. We are attempting to lower phone bills and lower bills but there is a possibility that we might be a few thousand dollars over.

In the jujitsu area we have spent quite a bit of this money already, high performance we are on target as we are with Paralympic. In scholarships we haven't assigned anything yet. With coaching education we are breaking even at \$28k in and \$28k out. With the U23 program, we have a lot of duplicate kids in the junior program so we balance this on the budget by assigning the expenses to the different areas of the budget.

In Scholastics we went over on expense by \$4k, for senior nationals we will not know until the end where we are at. The referees we have spent very little and this is a catch 22 because the referees like to have their own budget but they don't like to have their items charged to their budget such as dinners at events. This is a quandary as they want to charge things like meals at events to the event budget.

The question arose regarding why the income was lower at Scholastics this year when we actually have 100 more competitors. The question was why did we have 100 more competitors this year and yet the income was \$20k less. Nading requested an email answer to this question be sent to the Board by Jose.

When you review the quarter there is a positive income of \$113k. If you look at the cash flow. Rodriguez explained that we discuss the items that we know are coming up for instance with high performance and then we determine the money coming in as well. The four trips that the athletes are taking in May are costing \$50k so we continuously check to see if these numbers are true or changing.

Gail stated that the one thing we asked Werner to do was to show us how much cash is being utilized to pay off debt. The next meeting you will be able to see the amount of cash that is being applied directly to debt. Rodriguez stated that we are about \$150k paid down on the \$200k owed. Our hope is to do better by the end of the year.

Rodriguez stated that after the month of December we should still be in a positive on the cash flow at \$16k. The problem will be in July and in May where it says \$64k cash, this is not true because on May 31<sup>st</sup> we will have \$64k because the money we projected does not come in until next week, it is not there in the beginning of the month. Stolzenburg did say that we have identified an organization that will guarantee the \$150k. Rodriguez reminded the Board that we need to make a balloon payment this October and then the hope is that we will renew. Gail said that there is another payment on the American Judo Fund and that these payments will probably not get paid until next month.

MOTION TO BRING THE TABLED COLLEGIATE MOTION OFF OF THE TABLE BY LANCE NADING. SECONDED BY JIM WEBB, MOTION PASSES.

#### **XIV. COLLEGIATE ISSUES REVISITED**

Jim Webb read the background on the national collegiate event from Chuck Jefferson. The report stated the event had grown in 2009 since it broke away from Scholastics. The request was to make the NCJA tournament a testing event for referees. The second request was to offer free entry into the Senior Nationals for first place winners of the division. Offer two clinics per year to collegiate schools and for coaching and accommodations to be paid for by USA Judo. Make the Collegiates a national E level event.

THE MOTION SUBMITTED BY CHUCK JEFFERSON IS TO MAKE THE NCJA A NATIONAL REFEREE TESTING EVENT, OFFER FREE ENTRY FOR NATIONAL COLLEGIATE FIRST PLACE WINNERS TO THE SENIOR NATIONALS, USA JUDO PROVIDE TWO COLLEGIATE CLINICS PER YEAR WITH EXPENSES OF CLINICIAN PROVIDED BY USA JUDO AND TO MAKE THE NATIONAL COLLEGIATES AN E LEVEL TOURNAMENT.

A discussion ensued by the Board. It was determined that the dates need to be considered for all collegiate events and coordinated with the US Judo tournament staff. It was agreed that the dates of our other tournaments must not conflict with anything.

Ken Bellmard stated that the month needed to be different than March if we want to capitalize on college wrestlers.

The Board agreed they could recommend to the referees committee to make this a testing site and that allowing entry into the Senior Nationals could encourage athletes to attend. We would have to ensure that the E points were not counted on Olympic year since the collegiate is a closed event and this would place us in violation with the Olympic Committee.

Lance Nading recommended that we need to move forward and try to assist Chuck with developing this further because if we have more collegiate athletes we only stand to increase our athlete pool overall and our shot at medals becomes bigger.

THE MOTION WAS RESTATED. ALL WERE IN FAVOR AND MOTION PASSED.

## **XV. NEW BUSINESS**

### **A. Website**

Leo White discussed the website and stated that it is difficult to find information and get information posted on our website. This week the Masters finally got a button for the program. There is always a lag time when getting things on the website. We cannot see Masters or Jujitsu so this is an issue.

Gail Stolzenburg commented that there are two types of websites and one is informational and one will generate income. He further commented that any changes involved needed to be focused on generating income.

Rivera asked about going to the USOC website and the implications of this. Swain felt the look was there but there needed to be some slight changes. There should be one message and not several. Nading stated that this is an operational issue and this is really under Jose's jurisdiction. Nading also stated that the expectation has increased from our users and that our website in general does a good job of delivering information, it does not benefit members, coaches and referees from a general standpoint. He elaborated that we don't currently have the expertise in the national office to make it cutting edge and truly effective.

The message from the MMA is clear and concise but it was recognized that it could cost \$500k. Nading's recommendation was to get critical information up and that the Board helps with creating a line item in the budget that will allow for this. Lance Nading commented on the USA Wrestling website and complimented it.

Reno Reser suggested that we utilize interns at UCCS for a project like this. Gail Stolzenburg stated that the website must be changed every three to four months. Leo White commented that the website must be updated daily and that the requests were made three or four months ago and that the update of the website was crucial to everything.

Webb stated that to create a community and a demographic in your organization that we must pull things together through the website by our customer relations. Webb stated that this is a business strategy on how we pull in our community and capitalize on it. Nading commented that there are multi million dollar companies that are web based and that companies are judged on their website. Bellmard stated that there should be an image that comes up immediately of someone being thrown.

Rodriguez explained that the USA Wrestling website has three full time staff assigned to keep it going. There is a technical person and there are two individuals that are writers. He explained the last six months that he is delegating some of the website things to various issues with staff. Webb commented that there are four critical people behind the website; technical person, a content writer, look and feel creator, person that creates hits on the website. The person who gets eyes on the website is the content writer.

Nading expressed that he would like to allocate more money to the website in the future. The USOC website mandates that we update daily on the Team USA Website. Rodriguez expressed that we maintain our own website for autonomy purposes but the USOC website allows us to link to the rings and that is important for us as well.

**MOTION BY LANCE NADING TO GO INTO EXECUTIVE SESSION. SECONDED BY LANCE NADING AND ALL APPROVED. MOTION PASSED.**

**MOTION TO COME OUT OF EXECUTIVE SESSION BY LANCE NADING. SECONDED BY JOHN SERBIN. MOTION PASSED**

## **B. State Rebates**

MOTION BY LANCE NADING TO ADJUST STATE REBATES BEING OFFERED BY USA JUDO TO its LEVEL B MEMBERS FOLLOWING THE CRITERIA PRESENTED IN THE PROVIDED BY JOSE RODRIGUEZ.

Discussion ensued about state rebates. Reser expressed our rates are low and we should not provide state rebates at this time. Leo White stated that he and Jim Webb had attended a tournament a few weeks ago and this is a thing we need to roll out carefully so that it is well accepted as it could effect small states that have to buy mats, go for coaching etc. He also expressed that when people get entitlements we shouldn't take them away. He said he didn't agree with punishing the strong states but he does believe that it is the right time. Rodriguez said the reason this is changed is to motivate states to get involved.

Nading felt that we need to redefine roles of states and let them states know that we will award grants based on the programs that they are committed to doing. Then, in effect, the net goal will be not to change what we are allocating but the role would be to incentivize people to join USA Judo and be involved. Our role is to continue to service clubs and members. We need to make sure we are remaining focused on this and we should put the States on notice that the rebates will go away in 18 months and then states will be eligible to apply for grants based on their performance.

Webb stated that Texas relies heavily on the rebate and that this will affect the enthusiasm of getting members. Swain suggested that clubs be awarded and get the rebate for signing up their own members. Nading requested that Rodriguez consider all the remarks and come back with a revised proposal. Rodriguez remarked that we need to be careful not to anger our functioning states because they recognize themselves as important revenue. Nading suggested we rebate money to clubs and we allow the states to apply for grants that will be given yearly. However, under this system we have to raise dues to provide the incentives. Lance requested that we have the motion modified within the next 30 days.

MOTION TO TABLE THIS MOTION UNTIL A LATER DATE BY LANCE NADING. JOHN SERBIN SECONDED. MOTION PASSES.

## **C. Judo Gi Requirements at Junior Events**

Nading addresses the fact that the referees had athletes remove their own belts and put on white and blue/red sashes. They don't like it and it confuses the referees because all athletes are in white gi's. The media cannot understand because everyone is in white judo gi's and white belts. The proposal would be for at our own judo events that the juniors are required to purchase and wear blue gi's, this would apply at the junior national level events.

It needs to be communicated that we are sensitive to cost but the kids need to wear their belt ranks that they are proud of the rank they have obtained. This move will assist the referees in refereeing and it is media friendly as well.

It was suggested by Mike Swain that we should have our own logo gi's that we are selling at multiple levels of quality.

MOTION BY LANCE NADING THAT ALL FUTURE USA JUDO NATIONAL CHAMPIONSHIPS EVENTS SHALL REQUIRE CONTESTANTS TO HAVE BLUE AND WHITE JUDO GI'S. ALL IN FAVOR, MOTION PASSES.

## **XVI. OLD BUSINESS**

Gail Stolzenburg discussed that we would like to make the rank certification committee a standing committee.

MOTION BY GAIL STOLZENBURG FOR RANK AND CERTIFICATION TO BE A STANDING COMMITTEE. SECONDED BY JIM WEBB. MOTION PASSED.

Lance Nading requested that the Board continue to meet and discuss fundraising after the preliminaries. The Board will recess until tomorrow after the preliminary matches

**XVII. ADJOURNAMENT**