



**BOARD OF DIRECTORS CONFERENCE CALL
July 21, 2010**

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 12:20 PM.

II. ROLL CALL

President Lance Nading
Board Member Gail Stolzenburg
Board Member Leo White
Board Member Jason Rivera
Board Member Noboru Saito
Board Member Jim Webb
Board Member Ken Bellmard
Board Member John Serbin
Board Member Mike Swain

Other Attendees:

Jose Rodriguez, CEO
Sherrie Wilson, Director of Marketing, Secretary of the Board

III. AUDIT COMMITTEE

Gail Stolzenburg reported on the Audit Committee meetings and reviewed the financial statements. Recommendations were made as follows

1. Income be increased by \$37k from membership and promotions
2. Jujitsu reduced by \$30K
3. Events be reduced by \$30k

It was reported that with a \$12k reduction in overall expenses, USA Judo's profit will go from \$208k down to \$180k per year. The Audit Committee voted to make the recommendation to the BOD to accept this plan.

Jose Rodriguez, CEO, addressed membership and sanctions, the numbers were warranted based on the projections. The fact that USA Judo needs to reduce income on other side meant that the intentional reduction was in place so the organization is assured to hit those numbers. The \$10k that we placed on this line item was therefore, accurate.

The numbers were not achieved in jujitsu because USA Judo wanted to have events starting early in the year, but the month of July was the first month for a major event. USA Judo needs to host more events to get the jujitsu membership. The budget was adjusted for event income because the budget was reviewed based on expenditures versus income. After the review, there was a need to adjust the numbers in this area. These numbers are more realistic now that the middle of the year is here. There will be an effort to cut line item by line item to see what can be cut out, however, the more that is cut, the income is negatively effected. USA Judo still has \$180k of positive income. The intention is to have a \$200k reduction by the end of the year. USA Judo is closing in on the deficit by over \$100k already and this is July, the intention is to hit a \$200k reduction by the end of the year.

The employment of Jay Warwick for the purpose of promoting jujitsu membership was discussed. It was determined that jujitsu seed money be used to promote jujitsu membership is the many clubs who can offer or already have jujitsu programs. The plan is to allow the jujitsu person to go out and locate clubs that already have a jujitsu program that will also benefits the clubs that provide judo as well as USA Judo.

Dr Ron Tripp joined the meeting at 12:34 P.M.

USA Judo is attempting to reach out and communicate this information via our website. The events, however, drive the membership, not the clubs. As of the July 20th, there was over \$1k in membership.

It was explained that Jay Warwick works with Corrine Shigemoto and Eddie Liddie to reach out and get jujitsu plugged into judo events. It was requested that we Jay attend the Board of Directors meeting in August. There is significant experience within our Board of Directors in jujitsu where USA Judo could develop a plan to utilize jujitsu and compliment USA Judo. A brainstorming session with Seth Bregman and Jay Warwick was recommended to kick off promoting the jujitsu relationship.

It was explained that the challenge was lack of financial resources. USA Judo is trying to break into a sport that is well developed on the civilian side as well as the Japanese side. USA Judo is trying to break into a new market. Realistically, \$9k to develop a new market is a very small amount. It was suggested that USA Judo push towards getting assistance from Seth Bregman.

MOTION BY GAIL STOLZENBURG TO ACCEPT THE RECOMMENDATIONS FROM JOSE RODRIGUEZ FOR CHANGES TO THE BUDGET. MOTION SECONDED BY KEN BELLMARD. ALL IN FAVOR, MOTION PASSES

MOTION BY LANCE NADING TO PRESENT THE PREVIOUS MOTION TO ACCEPT THE AUDIT AS PRESENTED. SECONDED BY JIM WEBB, ALL IN FAVOR, MOTION PASSES

IV. WORLD CUP

Jose Rodriguez addressed the World Cup regarding timing and Board participation at the event. The assembly will be Thursday, August 26th from 2:00-3:00 P.M. It is important to keep all things on time due to the tight schedule of events. Elections are to happen at that time. By the time the 2:00 meeting is held, the Board of Directors would have met and have had time to elect the AT Large position. The nominating committee would have had time to elect the Independent Director as well. The recommendation to the President was to have the nominating committee make the election of the Referee Director by Acclamation

since there is only one candidate. It was stated that USA Judo must do this procedurally correct. It was determined that the referees could elect the Referee Director by acclamation at the assembly by the referees there. The B/C Group election will be handled in the same manner since there is only one candidate. It was requested that USA Judo have voting available for the athletes representative from 2:00 P.M.-8:00 P.M. on Thursday P.M. and from 9:00 A.M.-12:00 P.M. on Friday. At that time the nominating committee will count the votes. John Serbin wanted to ensure that the athletes did not have any competition or registration conflicts.

Wednesday the meeting for the Board will be held. The Committee meetings will be held Thursday morning and all should conclude by noon. Rodriguez requested that the Board members attend committee meetings since he would be extremely busy with the event. A 3:00 meeting following the assembly will be held for the referees with an A & B level referee test. Julio Clemente will assist with this and has explained they must be in Tokyo late in the week. There will be approximately 60 referees. Almost every delegation is bringing a referee.

Through the USA Judo relationship with USJF, a dinner will be hosted at a local restaurant for the referees. The restaurant sits exactly 70 people so this event is by invite only. It is opened to only the referees and the Board of Directors and the President of the USJF. USJF is assisting us with cost sharing on this event. USA Judo will have very nice gifts lined up to give to the referees so they go home happy. Carlos Barkos will be welcome and presented a gift as well. The dinner is from 10:00 -11:00 pm. It's late because the event ends at 8:45. On Thursday evening there will be a reception from 7:00-8:00 that will be held right before dinner with drinks and appetizers. There will be a program of welcome and congratulations to the new members of the BOD.

The ballroom and venue set up is not until 5:00 in the evening, so it will probably get finished around 2-3 A.M. by the time TV runs wires, seating is set up, etc. The Board will be sitting at the head table. It was requested for the Board to sit at the head table so that it looks proper. We will have Carlos Barkos there as well as some of the international federation presidents. Opening ceremonies will be held which Lance Nading will speak at. There are 27 countries that will be staying to compete at the US Open.

When the Board arrives on Wednesday, it would be great if some of the Board can be present in the Meet and Greet area so that there can be interaction between some of the heads of delegation and primary athletes.

It was reported that the event is not breaking even yet, however, it may break even by next week on the event. The expectation for attendance is 37-38 countries. The belief is that the event will do fine financially at the end. It was reported that the CEO was trying to close deals with two potential sponsors to cover TV cost and that was the primary area he was focusing on at this time. The USOC has not shown their full hand yet but they have agreed to cover approximately 65%. There is inventory for USA Judo to sell on Comcast. There will be three interviews available for the sponsors. USA Judo will have two interviews go to the sponsors and one interview with our President. The Board determined to meet to further discuss the best way to optimize the opportunity.

It was clearly explained that no one would be allowed into the event without a ticket and the Board was requested to assist with this. This is a fire code issue. There is only seats for 600 spectators, just over 300 athletes, and then a small VIP area. The ticket sales are going well.

The CEO reminded the Board that there will be ethics hearings on August 25th and that the organization should be prepared for impact to the budget.

V. ADJOURNAMENT

Lance Nading adjourned the meeting at 1:18 P.M.