



NATIONAL MEMBER BODY OF THE WORLD DANCESPORT FEDERATION · RECOGNIZED SPORT ORGANIZATION OF THE US OLYMPIC & PARALYMPIC COMMITTEE
DEDICATED TO GROWING THE QUALITY AND QUANTITY OF DANCE IN THE USA

Board of Directors Meeting Minutes

Location	Date	Time	Format
United States	December 7, 2020	9:00pm ET	Uber Teleconference

In Attendance

Board Members Present		
Gary Stroick	President	Present
Greg Warner	Senior VP	Present
Fiorenza Todaro	Secretary – Minute Taker	Present
Spencer Chang	Treasurer	Present
Clifford Arnold	Social Dance VP	Present left at 10:15pm
Katrina Volgina	DanceSport VP	Present
Melissa Dexter	Professional VP	Present
Roger Greenawalt	DanceSport Delegate	Present
Inna Brayer	DanceSport Delegate	Present at 9:48pm
Damian Pataluna	DanceSport Delegate	Present
Michael Murphy	DanceSport Delegate	Present
Herb McGurk	Membership Director	Present
Ross Pearce	College Network Director	Present at 9:30pm
Open	Chapter Relations Director	N/A
Others Present		
Ken Richards	President-Elect	Guest
Jean Mills Krupa	Social Dance VP-Elect	Guest left at 10:24pm
Vladimir Karpov	Professional VP-Elect	Guest
Eric Austin	DanceSport Delegate-Elect	Guest
Igor Golovach	DanceSport Delegate-Elect	Guest

Roll call: There are currently 13 filled seats on the Board of Directors. A quorum consists of 7 or more members in attendance. A **quorum is present** as 13 members are in attendance. A By-Law amendment requires a $\frac{3}{4}$ vote of the filled seats; 0.75×13 so 10 votes would be required to amend the By-Laws.

1. Call to Order



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Gary called the meeting to order at 9:03pm Eastern Time. A quorum was confirmed. The newly elected Board members attended the meeting as non-voting guests.

2. Approval of the Agenda

The agenda was approved unanimously after rearranging the order of a few items and with the addition of the item regarding moving the date of Nationals.

MOTION	BD	20	01
To approve the agenda as presented			
Moved	Gary	Seconded	Fiorenza
CARRIED			

3. Approval of Minutes

MOTION	BD	20	02
To approve the minutes of November 2, 2020			
Moved	Fiorenza	Seconded	Roger
Abstaining	No one		
CARRIED			

MOTION	BD	20	03
To approve the minutes of November 11, 2020			
Moved	Fiorenza	Seconded	Herb
Abstaining	No one		
CARRIED			

4. BBD Auditor

Spencer informed the Board that this year 5 auditors presented a bid to work with the organization. Fees range from 12K to 40K. BBD was the one selected. Their fees will not exceed \$8,750. The estimate includes audit report, tax return preparation and a small amount of consulting.

Spencer will contact Talley and ask if the audit report can be completed by April/May 2021. The tax return due date is May 15. The 990 will depend upon chapters responding timely with their reports.



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Clifford asked if USA Dance had previously worked with this auditor for the past several years. Spencer informed that BBD has worked with USA Dance last year. Also, he informed that this company had passed several peer reviews.

For clarity, Michael pointed out that this company did the USA Dance audit in 2019 for \$8,500. USA Dance paid \$13,000 for the previous year with a different company.

MOTION	BD	20	04
To accept BBD as USAD auditor for 2020			
Moved	Spencer	Seconded	Greg
CARRIED			

5. 2021 Budget

Herb informed the Board that he sent a few updates of the draft budget prepared a few weeks ago.

Spencer received budget updates from Melissa. She proposed \$5,000 for the Professional Council for 2021 to begin developing a few ideas. She will discuss the new budget with Vladimir Karpov.

Gary and Spencer estimated approximately \$2,000 for sanctioning fees. Michael informed the Board that the DSC estimated approximately \$2,400 for 4 NQEs plus \$150 for registered events. He will submit the budget to Spencer with a few modifications as soon as possible. He also pointed out that under USOPC regulations, USA Dance is required to have an active athlete training program supported by self-generated funds. He suggested the National Team training camp to be done in conjunction with the NQE in Chicago in October/November and to add the training camp to the DSC budget.

Michael also led a brief discussion regarding a section in the DSC called “professional fees”. He suggested this should be changed to “Administrative Service Fees”. For clarity, he explained that professional fees have nothing to do with the USA Dance Professional Division. They are fees paid to Talley or paid to professional services such as accounting and/or potential legal services.

Herb informed the Board that professional fees for membership include items such as mailing monthly letters to members as a reminder to renew their membership. The total estimates are \$8000. He also informed that the YM fees, i.e. website/membership



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database fees would be approximately \$8,500.

Roger pointed out that all competition organizers who had scheduled NQEs in 2020 and have already paid for competition fees are not expected to pay those fees again in 2021. Gary asked board members to work on the 2021 budget with the newly elected members. Spencer suggested he email the final draft of the 2021 budget to each director for review.

6. Rebuilding Membership

Herb informed the Board that emails have gone out this month to DanceSport athletes to encourage them to renew their membership. He is also trying to solve the problem with YM and that he will send out a message to members.

Gary led a brief discussion regarding strategies to rebuild membership. Due to the pandemic, the organization has lost 1/3 of its membership. The Collegiate Network Committee and DSC have organized virtual competitions and virtual lessons. Clifford informed the Board that he has sent out a letter to Presidents of all chapters. He also pointed out that the address list he used was out of date. He intends to resend the letter to all the officers of the chapters, not only to Presidents. Clifford also informed the Board that he distributed the letter to his local chapter and that the response was unimpressive. His intentions are to experiment with his local chapter as groundwork for experimenting with other follow-up tactics so that he can make a recommendation on what would work and what wouldn't. The feedback of the Board is positive.

Katrina informed the Board that virtual competitions will be offered to encourage athletes to renew their memberships and stay engaged in ballroom activities. Clifford asked if members will have free streaming of these virtual competitions. Eric added that they are not live competitions. Katrina responded that some events will be pre-recorded videos that will be sent to the judges, following the example of Daniel O'Connell with Collegiate comps.

Herb pointed out that in order to be in compliance with music licenses, we can only provide live recordings if we can contact the artist that owns the music. USA Dance does not own music licenses to directly play music on our website, for instance. It would have to go through You Tube or some other channel that owns such licenses. Michael added



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that athletes would record themselves, upload their videos on You Tube and send a link of their performance. USA Dance will select specific songs, send a link to athletes and link the music via You Tube.

Videos of winning performances can be published by sharing the USA Dance You Tube link.

7. MoU/ USA Breakin'

The Memorandum of Understanding between USAD and USDB was discussed at length. This is the third Board meeting to discuss the integration of USAD and USAB (see minutes of November 2 and November 23). Several Board members expressed concern on rushing to accept the agreement and requested more time to discuss the MoU. No voting action was taken tonight to accept the agreement.

8. Moving Date of Nationals 2021

Michael informed the Board members that Wayne Crowder indicated that he would prefer to move the date of Nationals from April to November 12-14, 2021, one week after the NQE in Chicago. The question raised was if competitors could qualify in Chicago and dance a week later at Nationals. Michael will reach out to Wayne Crowder and ask about the deadline to make the change. The DSC will consider having an emergency meeting to discuss this and vote on it. (Update: At the 1/10/21 BoD meeting the Board voted to split the 2021 Nationals between the Carolina Fall Classic, the American DanceSport Festival and the Chicago DanceSport Challenge. RG)

9. The next meeting of the BoD will be on December 21, 2020 at 9:00pm ET.

10. The meeting was adjourned at 11:27pm ET.

11. E-mail Votes:

Motion to conduct an e-mail vote (Fiorenza/Gary). Passed 7/0/0

Motion to approve the BoD meeting minutes of November 23, 2021. Passed 7/0/0

Respectfully submitted,

Fiorenza Todaro, National Secretary