



GOVERNING BOARD PACKET

13 May 2014

Meeting Room
TRADEWINDS E & F

Mandalay Bay Hotel
3950 S Las Vegas Blvd
Las Vegas, NV 89119

Lunch Room
Islander Ballroom
11:20 – 12:20

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

TABLE OF CONTENTS

NEWH, INC. GOVERNING BOARD MEETING AGENDA5

NEWH, INC. GOVERNING BOARD MEETING MINUTES.....6

PRESIDENT13

PRESIDENT ELECT13

SECRETARY13

 NEWH BOARD TRAINING SCHEDULE..... 13

 RECEIPT OF MINUTES, ANNUAL BUDGET AND CHAPTER BUSINESS PLAN 14

VP/FINANCE.....14

 BANK BALANCES..... 15

 2014 BUDGET 16

VP/EDUCATION17

 SCHOLARSHIP 17

 SCHOLARSHIP AWARD REPORT 18

 CONTINUING EDUCATION 18

VP/MEMBERSHIP.....19

 MEMBERSHIP 19

 MEMBERSHIP REPORT BY CHAPTER 20

 EXPANSION..... 20

 REGIONAL MEMBERSHIP 21

 INTERNATIONAL EXPANSION..... 21

VP/DEVELOPMENT21

 2014 CORPORATE PARTNERS 21

 FUNDRAISING 22

ACTING VP/MARKETING22

 MARKETING COMMUNICATIONS 23

 MARKETING COLLATERAL..... 23

VP/EVENTS23

 NEWH CONFERENCES 23

 REGIONAL TRADESHOWS..... 23

VP/SUSTAINABLE HOSPITALITY24

 SUSTAINABLE HOSPITALITY 25

VP/INTERNATIONAL RELATIONS - CANADA25

VP/INTERNATIONAL RELATIONS – UNITED KINGDOM26

PAST PRESIDENT.....26

 NEWH MENTORSHIP..... 26

EXECUTIVE ADVISER26

NEWH AMBASSADORS27

NEWH OFFICE.....27

CHAPTER REPORTS.....30

 ARIZONA 30

 ATLANTA 30

ATLANTIC CITY	31
CHICAGO	31
DALLAS.....	31
HOUSTON.....	32
LAS VEGAS	32
LOS ANGELES FOUNDING CHAPTER.....	32
NEW ENGLAND REGIONAL	32
NEW YORK.....	33
NORTH CAROLINA REGIONAL	33
NORTH CENTRAL.....	33
NORTHWEST	34
ROCKY MOUNTAIN	36
ORANGE COUNTY REGIONAL	36
SAN FRANCISCO BAY AREA	37
SOUTH FLORIDA	37
SUNSHINE	37
TORONTO.....	38
UNITED KINGDOM	38
VANCOUVER REGIONAL	38
WASHINGTON DC METROPOLITAN	39
 ADDENDA	 40
MOTION TO APPROVE MINUTES	40
MOTION TO APPOINT.....	40
MOTION TO ALTER NEWH BOARD STRUCTURE	40
MOTION TO APPOINT.....	40
MOTION TO ADJORN.....	40
WHERE DOES IT COME FROM	41
SCHOLARSHIP ACCOUNT ANALYSIS	42
NEWH SCHOLARSHIP SCHOOLS.....	45
SCHOLARSHIP WAIVER	48
SCHOLARSHIP GUIDELINES	49
NEWH MEMBERSHIP GIFT CARDS	51
REGIONAL TRADESHOW MASTER SPREADSHEET	52
NEWH SUSTAINABLE EVENTS PLAN	53
NEWH INCORPORATING SUSTAINABILITY AS A CORE PRINCIPAL.....	60
7 HABITS OF HIGHLY SUCCESSFUL MENTORS AND MENTEES	61
RELATIONSHIP TIPS FOR MENTORS AND MENTEES.....	62
MARK YOUR CALENDAR	63
NEWH BOARD OF DIRECTORS MOTION FORM.....	64

NEWH, INC. GOVERNING BOARD MEETING AGENDA

13 May 2014

Mandalay Bay Hotel

TRADEWINDS E & F

3950 S Las Vegas Blvd

Las Vegas, NV 89119

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

Board of Directors Meeting

Tuesday, 13 May 2014

12:30 am – 4:30 pm

Executive Committee	Trisha Poole Andrea Sims Fernando Diaz	Andrea Thomas Cynthia Guthrie Marketing	Philip Byrne Dina Belon	Christine Tucker Julian Brinton	Julia Marks Helen Reed
Board of Directors	Susan Burnside Mary Ann Thornam	Meghan Bazemore Jason Stock	Bryan Adcock Leigh Mitchell	Sandy Banks Adrienne Pumphery	Michelle Finn Deborah Herman Stacy Rauen
House of Delegates	Cinnamon Alvarez Finken Mary Blanchard Debra Calkins Alicia Cannon Valerie Coleman Stephanie Deshaies	Monica Fuentes Christi Griffin Kate Grubb Brittany Johnson Jonathan Kaler Jennifer Loux	Ron McDaniel Kristofer Moore Matthew Murray Kristen O'Bara Tina Palardy Melinda Peck	Mary Beth Powell Teddi Powers Molly Prusmack Jill Schmitz Andrea Sims Lora Spran	William Stuart Vanessa Vaughan Tara Witt

12:30 pm	Call to Order			Trisha Poole	
12:35 pm	Establishment of Quorum - Presentation of Minutes and Motion to Accept			Andrea Sims	
12:40 pm	President's Welcome - Introduction of Guests			Trisha Poole	
12:50 pm	Financial Report			Fernando Diaz	
1:00 pm	Scholarship/Continuing Education			Susan Burnside/Andrea Thomas	
1:10 pm	Membership/Expansion			Meghan Bazemore/Jason Stock	
1:20 pm	Fundraising			Ron McDaniel	
1:25 pm	Marketing			Tara Mastrelli	
1:30 pm	Regional Tradeshow			Bryan Adcock	
1:35 pm	NEWH Leadership Conference			Leigh Mitchell	
1:40 pm	Sustainable Hospitality			Adrienne Pumphery	
1:45 pm	Mentorship			Sandy Banks	
1:50 pm	Ambassadors Report			Michelle Finn, Deborah Herman, Stacy Rauen	
1:55 pm	Canada/UK Update			Chris Tucker/Julian Brinton	
2:05 pm	B R E A K				
2:25 pm	Break Out Sessions - Talking to NEWH, Inc. - Visiting Our Mission: Scholarship & Education - Moving Forward with the Industry Leaders Council			Julie Buntrock/Trisha Poole Andrea Thomas/Susan Burnside Cindy Guthrie/Adrienne Pumphery	
3:15 pm	Summary/Discussion of Breakouts				
4:00 pm	New Business			Trisha Poole	
4:30 pm	Motion to Adjourn				

Board of Directors Meeting

Tuesday, 13 May 2014

4:30 pm – 5:30 pm

Executive Committee	Trisha Poole Andrea Sims Fernando Diaz	Andrea Thomas Cynthia Guthrie	Tara Mastrelli Philip Byrne	Dina Belon Christine Tucker	Julian Brinton Julia Marks Helen Reed
---------------------	--	----------------------------------	--------------------------------	--------------------------------	---

NEWH, INC. GOVERNING BOARD MEETING MINUTES

24 January 2014

Hyatt Regency Century Plaza-Los Angeles, CA

Executive Committee	Trisha Poole Andrea Thomas	Cynthia Guthrie Philip Byrne	Dina Belon Christine Tucker	Julie Marks Shelia Lohmiller
Board of Directors	Susan Burnside Bryan Adcock	Leigh Mitchell Adrienne Pumphrey	Michelle Finn Deborah Herman	Sandy Banks
House of Delegates	Andrea Sims (Chicago) Kate Grubb (Dallas) Ron McDaniel (Dallas) Cinnamon Alvarez Finken (LA) Molly Prusmack (LA) Brittany Johnson (NC)	Matthew Murray (NC) Stephanie Deshaies (NW) Vanessa Vaughan (NW) Danielle Meyer (RM) Debra Calkins (San Fran) Jill Schmitz (San Fran)	Lora Spran (Sun) Tara Witt (Toronto) Valerie Coleman (DC) Melinda Peck (DC) Teddi Powers (SUN)	Chapter Presidents: Schaeffer Hill (Dallas) Karen Gutowski (LA) Ginger Raphael (San Fran) Cindy Andrews (Sun) Scott Pope (Toronto)
Guests	Lindsey Klein (Dallas) Carlyn Kuchan (NC) Tony Lopez (Atlanta) Cathy Mansour (Atlanta) Hope Case-Quintanar (Vegas)	Andy Schaidler (Chicago) Kimberly Sonotowski (Vancouver) Jessica Wasmer (OC) Sherri Witkowski (OC)	Steering Committee Chairs: Kevin Hancock (NE) Christine Wasmer (OC) Jesse Gonzales (San Diego)	Staff/NEWH, Inc.: Jena Seibel
Not in Attendance	Fernando Diaz Julian Brinton Helen Reed Mary Ann Thorman Meghan Bazemore Stacy Rauen Mary Blanchard	Kristin Wren (AZ) Jennifer Loux (Atlanta) Kristin O'Bara (AC-GP) Kristopher Moore (Chicago) Trina Palardy (LV) Mary Beth Powell (LV) Cray Bauxmont-Flynn (LV) Jonathan Kaler (LA)	Alicia Cannon (NY) William Stuart (NY) Scott Hegstad (AZ) Lori Hoegler (Atlanta) Lara Engert (Chicago) Benjamin Coy (Houston) Kory Doolittle (Houston) Stacy Rauen (NY)	Stephanie Thompson (NC) Katie Zuidema (NW) Candice Spicer (RM) Todd Schaffer (SF) David Tracz (DC) Carole Roach (DC) Karen Appert (North Car.) Sheri Perago (VA)

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

President Trisha Poole called the meeting to order at 9:03 am. Julia Marks, took roll and a quorum was established. The minutes were presented and a motion was made to accept the minutes as presented.

I, Julia Marks, move the minutes be approved as presented.

Motion seconded by: Dina Belon

VOTE COUNT:

YEA: 13 NAY: 0 ABSTENTION: 0

STATUS OF MOTION:

Carried: Defeated:

President – TRISHA POOLE

Discussion:

- Welcome to Los Angeles
- You are our face out there, anything you can do to help us and communicate at the chapter level makes us professional and keeps us professional and we appreciate all of your efforts
- Thank-you Karen Gutowski and Los Angeles Founding Chapter for the very successful tradeshow put on yesterday (applause)
- Shows what commitment and drive can do to make a wonderful event, heard wonderful comments on the floor about the show, great success for future tradeshows
- If you are interested in a tradeshow, the schedule is tight, please submit your requests
- If you have feedback on the tradeshows or events please let Bryan or Jena know, we do the surveys but your input is valuable and appreciated
- Important focus of how to keep students involved
- All of the chapters have contributed over \$315,000 in scholarship in 2013 with over 1,600 recipients, thank-you

Past President – JULIA MARKS

Discussion:

- All of us hold a position with NEWH, Inc. with that comes a lot of responsibility
- Everything we do starts with you, gets passed onto our membership and sponsors by you
- You are the face of NEWH
- Code of Ethics, highlights your details of your position, your responsibility of a leader of NEWH, please read, sign and return
- NEWH is a business; we have strict rules to comply with IRS guidelines for non-profit guidelines
- Items NEWH asks you to do are for compliance as a business and a registered non-profit, please take it seriously
- NEWH is a business
- We want people to take us seriously, we reflect that by who we are and what we're doing, take that back to our chapters, we care about

- you all individually, we want that to show throughout the organization
- Please the Executive Committee if you have questions about the Code of Ethics

VP/Finance – FERNANDO DIAZ

Discussion-Shelia Lohmiller:

- Everyone has a budget update in the IBOD packet for review
- Items broken down by VP and discipline
- Bottom line is close; had to trim a few areas
- Important item is travel costs, travel costs are going up considerably, we will be watching the costs closely, the report states what we do and do not cover

Julia Marks Comments:

- Fernando met with each of the VP's to go through budgets
- No further budget questions were addressed

I, Fernando Diaz, move to accept and approve the budget as submitted

Motion seconded by: Cynthia Guthrie

VOTE COUNT:

YEA: 13 NAY: 0 ABSTENTION: 0

STATUS OF MOTION:

Carried: Defeated:

VP/Membership- CYNTHIA GUTHRIE

Discussion:

- Excited about new position
- Would like to challenge chapter representatives with sharing details with all chapter members
- With membership we go through the ups and downs
- We're looking at the history, the data, from a chapter level and the concerns, the changes, etc.
- Changes can be economy, relocation of people, leadership, kind of events, etc.
- Understand how you operate your chapter that's your membership
- We're trying to put all the data together and have one on ones during the discipline call and determine how we can help your chapter be effective
- The EC will help you narrow down what's working what's not to grow your membership
- For every event we need to make sure we reach out to the members, speakers, vendors
- Make your chapter an inclusive chapter
- Guests should not be in a corner, please reach out to people
- Have chapter ambassadors, include everyone
- You never know who you might be missing out on and what they could offer you and your chapter
- After they leave an event find out what they liked, what they don't like
- Business level membership looking at what else needs to be incorporated into it and how to get local business community members involved more
- Community members can help grow CEU's and other events
- Trisha has been trying to incorporate top leaders in our industry in what we do
- All of our chapters have very high professional key players in their area
- Capitalize on that experience and raise the bar by the events we put on, speakers, and tours, how do we do it how do we attract high profile industry leaders and what opportunities will it bring in
- Bookend approach
- Objective is to attract, engage, and elevate the participants of our events with high profile industry leaders
- How we put it into practice is what we're still working on
- Huge impact for chapter level and organization
- Goal is to attract the membership by the caliber and quality of what we put together
- Takes a lot of thought process
- Email will be sent out to membership directors with more details to solicit the names for the first membership discipline call

Discussion Trisha Poole:

- Identify key top level people in your regions; create a list that's how we begin to cultivate the plan
- Then we need your ideas of what needs to be offered to keep these top level players involved within the chapter
- Make it fun; think about what your market can bare
- Membership isn't the drive; the most important thing is that they're in the room with our members to network
- Develop this process over the next couple years so we can engage more into our local chapters and communities
- We've already got the level started with the NEWH Leadership Conference, its one example of how it's working but there are many areas we haven't touched, we need to bump up our chapters
- Still in development process, we want to make it better for everyone, we all agree these people are good for our organization, it's a goal
- We wanted everyone to know the general outline and you're going to be a part of that development in making it successful

Regional Tradeshow– BRYAN ADCOCK | PHILIP BYRNE - VP/Events

Discussion Philip Byrne:

- Well done LA Chapter
- 2014 LA, Bethesda, Atlanta, Denver, Houston
- Full and booked for 2015
- Still have the challenge of people not being able to get into tradeshow
- Philip and Jena having conversations about opportunity for sponsorship options, exploring new options
- The more we can deliver the better it's going to be
- If your chapter would like to hold a 2016 tradeshow please let Philip/Jena know
- The number of volunteers is increasing in numbers; the chapters are really making their tradeshow a success as LA demonstrated yesterday

Discussion Bryan Adcock:

- Last time in LA it was a fiasco and we were hesitant to come back, this year it was a great success, Jena has dialed in what's needed, there's been good communication, a smooth process is now in place and going well, congratulations Jena (applause)
- Looking for new places to go, Hawaii, Boston, need to generate more involvement
- 2015 schedule is not set but we've fallen into a regular schedule
- Dallas we pushed to 2015; holding 5-6 tradeshow per year is about the max amount

NEWH Leadership Conference – LEIGH MITCHELL | NEWH Conferences

Discussion:

- One year away
- Date and location selected, downtown at Fairmont
- Marketing is underway
- Dream Big, Become Bigger (marketing campaign)
- Breakout session today to help put details together
- Dallas chapter has been wonderful to work with
- Please share ideas with Leigh
- Top notch key note speaker is needed, many comments for Chip to return
- Ivanka Trump quote to high (\$75,000 speaking fee)
- Let us know your great connections
- Key area of need is also sponsorships
- Scholarship event instead of separate event it will be tied into the Leadership Conference (lunch event)
- Saturday we need to make exciting to keep people in town, let Leigh know your suggestions

VP/EDUCATION– ANDREA THOMAS

Discussion Andrea Thomas:

- NEWH, Inc. scholarship criteria is similar to chapter scholarships
- Vendor scholarships: FR-One \$3,000 scholarship funded by Fabricut, 7th year, given at BDwest at Women Leaders Hospitality Panel, wonderful event
- Thank-you to Deborah Herman who has given us the first Fabric Innovations Legacy Scholarship in the amount of \$10,000 given to winning hotel management student from Cornell and was awarded at the Platinum Circle awards in November 2013 in New York in conjunction, this scholarship will be offered 2 more times
- ICON of Industry Scholarship, 2013 ICON Ray Anderson of InterfaceFLOR
- ICON Winner \$5,000 award presented at 2013 Gold Key event in New York
- ICON Honorable Mention \$3,500 award at HD Las Vegas 2014 event in process of being planned
- Sustainable Design Competition, waiting on completed projects to be submitted
- Narrow down submittals, then turned over to a panel of industry judges for final review
- 2014 Judges: Barbara Best-Santos with Gensler San Francisco, Melissa Pyell with Gensler in Orange County and Becca Dobosh with SERA in Seattle
- Sustainable Design Competition: \$5,000 to undergraduate award, \$5,000 graduate award, sponsor selects award opportunity additional sponsorship option for \$5,000 to undergraduate student college interior design program
- JLF|lone meadow has been supporting the Sustainable Design Competition scholarship since the start, we had Design Tex for a few years; Valley Forge has taken their spot
- Crypton is now committing to a slot in the sponsorship, Valley Forge is stepping down so once sponsor slot remains open for the 2014/2015 Sustainable Design Competition sponsorship \$5,000
- If it's a chapter scholarship it's handled through the chapter, when it's open to other areas it's handled through Inc. there are guidelines and criteria
- Basic criteria is the same, ICON requires an internship as extra criteria
- If you have people interested they can contact Nicole Crawford at NEWH, Inc. office
- Outlines and criteria is in the board report
- There is no cap but there should be a minimum of \$2,500

Discussion Susan Burnside:

- Symmons Smart Scholarship (plumbing suppliers)-\$4,000 scholarship, new scholarship, presented at HDEXpo in Las Vegas May 2014, their

next scholarship opportunity will include a design component for the students of a faucet design with award presentation in their booth again at HD Expo, student travel costs included

- Symmons was interested in corporate partnership, the slots were full, it was conversation of how do they stay involved with NEWH
- Susan convinced them to stay involved through offering scholarships
- If we have other vendors we should encourage them to explore the opportunity of vendor scholarships

Comments:

- Are there guidelines for people that are interested in vendor scholarship opportunities?
- The word legacy comes from a Cornell scholarship, being a donor to Cornell scholarships, come up once a year and meet the students, after experiencing Cornell experience I came to NEWH, as a vendor I came to NEWH and am very happy, the commitment grows as you offer it, important to get excited about the students and keep them involved with NEWH, we want to see them as the volunteers at the tradeshow, if you have a vendor that is interested in considering a vendor scholarship please have them reach out to me I can explain to them what it means to use, how it's raised our profile and NEWH's and how it makes a big difference, students are key spend time with them and get to know them, advocate and let them know that you can do for them

International Relations | Canada – CHRIS TUCKER

Discussion:

- Several other Canadians in the room today, great to see our support growing (introductions)
- Growing, love what the US does and the support, many US participants
- Vancouver 124 members, Toronto 165, Atlantic Canada 3
- Regional group in Vancouver just awarded a \$2,000 scholarship
- Vancouver has grown with membership, people realizing that half of the funds go towards scholarship, thank-you to everyone for keeping the regional group growing
- Being a chapter is wonderful but if it's a strain and you're just not there Regional Groups are fun and a great fit

International Relations | United Kingdom – JULIAN BRINTON

Discussion Julia Marks:

- Doing well, first board meeting went well

VP/Sustainable Hospitality – DINA BELON | ADRIENNE PUMPHREY - Sustainable Hospitality

Discussion Dina Belon:

- Exciting year for 2014
- Sustainable Plan for NEWH
- NEWH, Inc. International Sustainable Committee going strong for 6 years
- NEWH Green Voice educational content
- Want to educate the youth in our industry and let them know NEWH is relevant and important to them through Sustainable efforts
- Innovation and growth for NEWH
- Hotel industry knows that sustainability is important to them, it's important to designers, contractors, everyone else down the food chain
- We need to communicate in a more holistic way in regards to the sustainable topic
- It's important to our economics as an organization
- Created NEWH sustainable mission statement: We are leading the hospitality industry to promote sustainable education and practices that achieve a balance between people, planet, and profit
- Benchmark NEWH sustainable efforts from office, tradeshow, board meetings and programs related to waste, water, energy, purchasing and social impact
- We'll have a baseline for 2014
- 2015 write a report of what NEWH did well and not so well in regards to sustainability
- Sustainable Plan please read
- Seeking two pilot chapters to utilize sustainable plan, contact Dina
- Sustainable committee is here to support chapters

BREAK OUT: Group Discussions

Julia Marks: Break-Out Sessions (3 Groups):

Email your notes to Shelia

1. NEWH Leadership Conference Creative Think-tank (Leigh Mitchell)
2. Attracting Young Industry Leaders to NEWH (Andrea Sims and Sandy Banks)
3. Engaging NEWH Leaders (Michelle Fin and Trisha Poole)

GROUP ONE-NEWH Leadership Conference Creative Think-tank (Leigh Mitchell):

- Went through Leadership Conference outline, key areas
- New ideas on progressive and innovative ideas, keep owners engaged and attract young industry leaders
- Have owners involved at tradeshow
- Scholarship luncheon ideas
- Different initiatives and reaching out to all of the chapters when awarding their scholarship recipients to obtain video footage of scholarship recipients

- Panel of pep talks
- 3D printing, fast break out sessions

GROUP TWO-Attracting Young Industry Leaders to NEWH (Andrea Sims and Sandy Banks):

- Bring young leaders and professionals into NEWH
- Bringing forth a mentoring platform, dual purpose, something you can do in your chapters now and related to mentoring
- Evolving our scholarship winners in our programs
- Instituting buddy system at our board meetings, everyone should be doing it
- Utilizing junior designers during our hotel tours
- Engage professors in local communities, we use to have a heavy membership of professors we need to bring that back
- Better communication with meeting and event notifications
- Many people don't even know that we award scholarships and that is our mission, many of our focus group participants were not aware that we award scholarships
- We're in a period of reinvention of NEWH, how to be successful and how to hold events
- Young leaders are looking for engagement, creativity and community, they are turned off by some things such as the word networking
- We need to bring more to our programming events, they want passion and purpose with creativity
- Change up some of the terminology
- Throw down with graffiti, be philanthropic by nature design and donate chairs, culinary/cooking classes, hands on events
- Asking for mentors in addition to variety of hands on creative events
- Looking for a how to for growth opportunities and mentoring through the process is the need
- Communication is key
- LA had a CEU that didn't draw a big audience because we didn't specify that it was a hands on event, we didn't communicate the whole story
- To meet up for a drink isn't engaging enough, young people want creativity and to give back to the community and be mentored
- Please let Julia or Sandy know if you are interested in being on the committee
- Need to use a different language when marketing events, make it fresh with creative language and involvement
- Bring in Instagram and more social media use, create event hash tags, snap chat

GROUP THREE –Engaging NEWH Leaders (Michelle Fin and Trisha Poole):

- Attracting leaders of industry
- Owners groups: brands, chains or independents, owners of properties, hotel management companies and at an executive level VP or Director or above
- Firms or positions that are in a position to award projects design professionals or purchasing
- Get other associations involved, local chapter associates, hotel lodging association
- What do owners need and how can we fulfill their need and increase awareness of NEWH
- Innovation and ideas, ROI, PR, branding
- Start something new at Leadership Conference then bring down for implantation at chapter level, flipping Owners' Roundtable to a Designers Roundtable, it's about innovation and ownership getting a glimpse of the design world
- Q&A Owners' online, invite design professionals to participate on panel, owners can be present and Skype in or tweet in
- Next step is to put together a committee and provide local chapters with a tool box
- Fresh approach to attracting ownership and getting them engaged
- The owners' participate in a lot of the investment conferences but they never see the start of the design process, we're in the opportunity to give them a glimpse
- Also target multi-residential market and restaurant chains and senior living
- We already have access to a lot of this database through media companies, working with Lodging Conference and ALIS is wonderful but we need input of big players from each chapter and region
- Leadership Conference has an established value to owners
- If you are interested in serving on the committee let us know
- We need to establish a how to network dos and don'ts put on the website, send out to new members, we don't want to scare owners away with bad networking manners
- It came up in the Young Leaders group that designers want to know what other designers are doing and they want to meet other designers, the idea of flipping the owners roundtable is great to promote that need

New Business | Trisha Poole

Discussion Trisha Poole:

- Boutique Design holding a social event Drink by Design in Honolulu right after ALIS, this event will help build awareness for BDwest
- Invited NEWH to attend and speak about NEWH to the group
- Corporate partners and business people in area are interested in starting a region or a chapter
- Great opportunity for us, great mix of people
- Thank-you Michelle for the support and opportunity
- Michelle has also offered the opportunity with ALIS, she gave us a great invitation, it builds on our mission and goals for 2014
- Applause for Michelle

Questions/Comments:

- These meetings are wonderful but if you cannot make it it's a missed opportunity of so much information, are there plans to approve on the technology offerings in the future so participants can Skype in?

- No one is against that option, we've tried it before, internet connections in the rooms we use are not always great, sometimes they work sometimes they drop people often, we haven't figured out a good way to do it without problems
- If you've had success please share your thoughts and options with us
- We could look into broadband services, certain companies offer a flat rate per month, more of a reliable service option
- Hotspot is just a wireless connection you'll still have problems with it
- WebEx, Go to Meetings or Go to Webinar, can do streaming videos
- There is no replacement for face to face interaction
- We don't want it to become something where everyone does Skype, your attendance is required it would be for an absolute last resort when things happen out of your control
- Would be more sustainable, keeping people engaged is imperative, IBOD people are very responsible and not be in attendance should remain as a last resort
- When you have everyone here it is the most valuable experience, the breakouts are a wonderful opportunity, you make so many connections on break time and after, so many creative ideas are made with direct participation
- This is still the most valuable way to get together
- Virtual hall pass receive one hall pass every 2-years and be able to Skype in
- Talking about engaging young leaders, it might be interesting to have a live feed for others and young people to be involved and get an idea of what we're about or bring ideas back to their delegate
- We should participate in all 3 meetings each year
- Face to face is great, there are a lot of conference calls that we all sit on, being here is a great way to get people excited about meeting face to face and putting a face to the name, the interaction is key
- Having membership issues at the door, talk to Cindy Guthrie
- Limitation of regional groups on the number of paid vs. free events, our free events have terrible attendance, it hurts our attendance for other events and it's difficult to attract sponsors, we appreciate the support from National but we'd like a way to have more events that are paid, sponsors like to say here's a ticket with a cost to it vs. here's a ticket that's free
- People are not seeing the value of the free events
- Regionals can only hold 3 paid events per year
- You have to give value to everything you do, even if it's a Thirsty Thursday
- Think of the value of the membership and what they are getting back and getting out of it
- Shelia suggested we do different prices for members/non-members, memberships started shooting up with the suggestion
- For 2-years straight we didn't charge for events, we put our energy into quality programming, our membership increased, then we started charging, developing what you offer and putting the time into looking at what members would like pays off
- There needs to be a value to what you are presenting
- Talk to other regions/chapters share your information with each other
- Fundraising 25% of tickets ended up being corporate sponsors; we lost funds for our fundraiser/scholarship is there something we can do?
- If we did not have our corporate partners not everyone would be here, we would not have NEWH staff, free email blasts, etc.
- Wine by Design on the west coast is the hottest event, everyone wants to be there
- Having corporate partners there it adds to your event, look at how you do your budget, evaluate how you set your ticket price, pre-plan
- We do cover the fair market value; all of your costs combined together inclusive, what it costs for that person to attend the event
- Ask about direct donations to scholarship fund or sponsorship
- We did try to budget for it but it exceeded our thought
- Congratulations, it's amazing to have that many corporate partners there, that's huge and it's a great problem, look at the numbers and make it work
- A non-corporate sponsor would love to sponsor your bus, pick a vendor to sponsor winery charge, everyone wants to go it will create more funding for the chapter
- It's not off limits to ask the corporate partners to sponsor your events, they want to be there, they want to be guaranteed a spot, most will say yes, do it with the respect they should get and don't be afraid to let them know of the open sponsorship opportunities
- Can do a sponsored wine glass that everyone takes home, lots of little ways to make up for those additional costs
- We hear how great it is to be a chapter, right now we're not at that point, succession planning has been challenging, we added a fifth position for scholarship which was a huge help, we need small steps to grow to a chapter,
- Vancouver talked many times about being a chapter but we don't have enough people, events have been successful, our membership is reasonably low, we're happy to stay where we're at, should we grow then we'll have that conversation and we'd be happy to but at this point we're working well as a regional group
- Steering committee is 6 people, chair elect has been added
- Chair elect would learn what other people are doing and fill in the blanks, get experience on how everything works
- Trying to build committees under our chair person, for instance programming we're trying to get some people to help, we're learning the ropes, at our scholarship event we had a form for people to fill out if they wanted to be more involved
- Biggest challenge is getting people to be active with the work that is needed
- Great conversation for the next conference call
- One thing that came up in our conversation about attracting young people is that they're afraid of the work involved, we need to be up-front, if you're doing it well and delegating and staying on track with committees we can do it right and it's not a fearful task it can be accomplished

Special Election Results:

- Secretary: Andrea Sims
- Fundraising: Ron McDaniel

- Expansion: Jason Stock
- Welcome aboard!
- Applause

Julia Marks:

- Should be done annually, a formality
- If you have questions please contact Julia Marks

I, Julia Marks, move to authorize the Executive Director, Shelia Lohmiller, to conduct the business of and make the decisions of NEWH, Inc. as needed

Motion seconded by: Dina Belon

VOTE COUNT:

YEA: 12 NAY: 0 ABSTENTION: 0

STATUS OF MOTION:

Carried: Defeated:

Adjournment:

- Thank-you very much for being here
- It's a great honor to be in this position, huge shoes to fill, great leaders before me that have carved this path
- Organization is fantastic
- Nice to hear the excitement for everyone to move to the next level
- I cannot do it without you, looking forward to re-energizing NEWH
- We need you to understand what we're saying, it's not about reading a report to you, we want interaction and to move forward
- It's big ideas, we're working together, want to move faster and go further by doing it together
- Breakout ideas need to move forward
- I do want to do whatever I can to facilitate the ideas and make them happen, that is my goal and mission
- We want to hear you and have you be involved
- I appreciate your attendance in being here
- Thank-you Shelia and the NEWH, Inc. office we can't do it without you and that's the big part of taking us to the next level
- Applause
- Shelia and the NEWH, Inc. staff and the professionalism you offer, you make people feel like you care, corporate partners have said that they feel special, thank-you to NEWH, Inc. and Shelia for your support

I, Cindy Guthrie, move that the meeting be adjourned at 12:30 pm

Motion seconded by: Dina Belon

VOTE COUNT:

YEA: 12 NAY: 0 ABSTENTION: 0

STATUS OF MOTION:

Carried: Defeated:

PRESIDENT

TRISHA POOLE

Job Purpose:

- To advise, govern, oversee policy and direction, and assist with the leadership and general promotion of NEWH, Inc. to support the organization's mission and needs.
- The Presidency is the highest honor the membership can bestow. In electing a fellow member as President, they are charged with the full responsibility of leadership of the organization.

2014 GOALS

- Further the mission of NEWH.
- Establish a Strategic Plan for NEWH, Inc. with the intention to revisit the document annually at the Strategic Planning sessions by the Executive Committee. The Strategic Plan will include key objectives for the organization related to each area of industry activity/product. The plan will include short and long-term goals of improvement and growth. It is the goal to present this plan to the IBOD before the end of the year.
- Key Goals for 2014:
 - o 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.
 - o **PROGRESS:** A committee has been established that will develop a database of professionals that will bring more attendance to events and increase membership value. The committee will study criteria, participants commitment length and details of NEWH's expectations. The information and database will ultimately help the chapters source high level professionals for presentations, panels or speaking engagements at the chapter level. NEWH will continue to develop these relationships as an essential part of the Leadership Conference recruitment for speakers and high level participants.
 - o The committee meets again in Las Vegas and will develop a time line for progress and results of their efforts to the IBOD in November at BDNY 2014.
 - o 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.
- o **PROGRESS:** NEWH is working with VP Scholarship, Andrea Thomas to improve current scholarship programs and develop new ones that will build awareness for the organization while providing funds for students and important college programs. We will continue to seek out the highest level of educational institutions and provide deserving students funds to complete their courses and enter the industry. We are also looking at ways to share some of the surveyed and qualified talent with our Corporate Partners by providing scholarships to the key institutions providing education to many of these leading manufacturers. This may lead to an internship program that could be offered to the Corporate Partners. Just another way to give -back. This concept will be developed with the assistance of Andrea Thomas and a more refined plan will be presented.
- o Maintain high value of NEWH brand.

STEPS TO ACHIEVE GOALS

- Support and make all NEWH initiatives a priority that directly relate to the advancement of the Key Goals for 2014.
- Listen and identify new ideas and interesting concepts that are offered by NEWH supporters related to the modification or addition to the "Key Goals".
- Offer support and leadership to all EC and IBOD Members as they work towards their goals.

PRESIDENT ELECT

Job Purpose:

- Be an active advocate of NEWH through all possible industry-networking opportunities such as trade shows etc.
- Know the duties of the President and be prepared to assume the Presidential duties if necessary.

SECRETARY

ANDREA SIMS

Job Purpose

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

2014 GOALS

- To ensure that detailed records are taken of all NEWH Meetings and submitted in a timely manner.
- To be a resource for all Chapter Level secretaries
- Ensure Chapters are in compliance with NEWH and public policy

STEPS TO ACHIEVE GOALS

- Attend all NEWH, Inc. Calls & meetings, documenting each session in detail and submitting reports within 24-48hours after the session completion.
- Attend all Discipline calls for Secretary

LONG TERM GOALS FOR THIS POSITION

- To keep well documented accounts of all NEWH Meetings and event

NEWH BOARD TRAINING SCHEDULE

Shaded = training occurred or is scheduled	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
ARIZONA		In person 4/11/2008			In person 12/1/2010	Webinar	In person 12/6/2013	Webinar	Webinar	In person

NEWH BOARD TRAINING SCHEDULE

Shaded = training occurred or is scheduled	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
ATLANTA			In person 3/14/2009	Webinar	Webinar	In person 3/10/2012	Webinar	Webinar 1/7/2014	In person	Webinar
ATLANTIC CITY		In person 3/1/2008		Webinar 12/6/2010		In person 2/25/2012	Webinar	Webinar	In person	Webinar
CHICAGO	In person 2/2007	In person 1/2008		In person	In person 10/23/2010	Webinar	In person 10/27/2012	Webinar	Webinar	In person
DALLAS		In person 1/26/2008		In person	In person 10/8/2010	Webinar	In person 3/15/2013	Webinar	Webinar	In person
HOUSTON				In person	In person 10/7/2010	Webinar	Webinar	In person 2/8/2014	Webinar	In person
LAS VEGAS		In person 8/16/2008		Webinar 8/3/2010		In person 1/28/2012	Webinar	Webinar	In person	Webinar
LOS ANGELES	In person 2007			In person 1/30/2010	Webinar	Webinar	In person 2/9/2013	Webinar	Webinar	In person
NEW YORK	In person 2007			Webinar 2/27/2010		In person 2/11/2012	Webinar	Webinar	In person	Webinar
NORTH CAROLINA REGION				Webinar 6/30/2010	TBD based on need	Webinar 4/26/2012	TBD based on need	Webinar 1/9/2014	TBD based on need	TBD based on need
NORTH CENTRAL	In person 5/5/2007			Webinar 3/22/2010	In person 3/5/2011	Webinar	Webinar	In person 1/11/2014	Webinar	webinar
NORTHWEST			Webinar 11/14/2009	Webinar		In Person 12/2/2011	Webinar 11/28/2012	Webinar 11/6/2013	In person	Webinar
ORANGE COUNTY REGION				In person 9/28/2010	TBD based on need	TBD based on need	TBD based on need	Webinar 1/13/2014	TBD based on need	TBD based on need
ROCKY MOUNTAIN				In person 2/5/2010	Webinar	Webinar	Webinar 2/12/2013	In-person 2/27/2014	Webinar	In person
SAN DIEGO REGION (as needed)				In person 9/28/2010	TBD based on need	TBD based on need	TBD based on need			
SAN FRANCISCO				Chartered 2010	In person 2/26/2011	Webinar	Webinar 2/5/2013	In person 11/16/2013	Webinar	Webinar
SOUTH FLORIDA	In person 11/3/2007				In person	In person 1/21/2012	Webinar	Webinar	In person	Webinar
SUNSHINE	In person 2007		In person 1/31/2009		In person 2/5/2011	Webinar	Webinar 11/15/2012	In person 10/18/2013	Webinar	Webinar
TORONTO		In person 12/6/2008		Webinar 1/24/2011		In person 10/15/2011	Webinar 11/20/2012	Webinar 11/19/2013	In person	Webinar
UNITED KINGDOM					Webinar	Webinar	Webinar	In person	Webinar	Webinar
VANCOUVER REGION (as needed)				Webinar 2/10/2010	TBD based on need	Webinar 3/6/2012	TBD based on need	TBD based on need	TBD based on need	TBD based on need
VIRGINIA REGION (as needed)			In person 3/28/2009	Webinar	TBD based on need	TBD based on need	TBD based on need			
WASH DC	In person 2007		Webinar 10/22/2009	Webinar	In person	In person 2/16/2012	Webinar	Webinar	In person	webinar

RECEIPT OF MINUTES, ANNUAL BUDGET AND CHAPTER BUSINESS PLAN

Chapters	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Budget	Business Plan
Arizona	Yes	Yes	Yes										Yes	
Atlanta	N/M	Yes	Yes	Yes									Yes	
Atlantic City	Yes	Yes	Yes										Yes	Yes
Chicago	Yes	Yes	Yes	Yes									Yes	
Dallas	Yes	Yes	Yes										Yes	
Houston	Yes	Yes	Yes	Yes									Yes	
Las Vegas	Yes	Yes												
Los Angeles	Yes	Yes	Yes										Yes	Yes
New York	Yes	Yes											Yes	
North Central	Yes	Yes	Yes										Yes	
Northwest	Yes	Yes	Yes	Yes									Yes	
Rocky Mountain	Yes	Yes	Yes										Yes	Yes
S. Florida	Yes	Yes	Yes										Yes	
San Francisco Bay	Yes	Yes	Yes	Yes									Yes	Yes
Sunshine	Yes	Yes	Yes	Yes									Yes	
Toronto	Yes	Yes	Yes	Yes									Yes	
UK	Yes	Yes	Yes											
Washington, DC	Yes	Yes	Yes										Yes	
Regional Groups (Minutes once a quarter)														

New England	N/M	N/M	Yes															
North Carolina	Yes	N/M	Yes															
Orange County	N/M	Yes	N/M	Yes														
San Diego	N/M	Yes	Yes															
Vancouver	Yes	N/M	Yes															

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
- Develop new ideas for Fundraising

2014 GOALS

CONGRATULATIONS TO ALL CHAPTERS – WE ARE ALL NOW BANKING AT FIRST ENTERPRISE BANK

- Have all chapters submit budgets by the beginning of the year;
- Have all chapters submit business plan by the beginning of the year;
- Have all chapters submit results of activity reports; and
- Participate in all discipline calls.
- Develop Strategic Plan.
- Develop Signature NEWH Fundraiser.

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 submitted to NEWH, Inc. promptly; and
- Follow up with chapters to submit signature bankcards after the first board meeting of the year.

- Work closely with Fundraising Director to develop new Signature Fundraiser

LONG TERM GOALS FOR THIS POSITION

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

OTHER REPORT ITEMS

- Within the next 18 months, NEWH, Inc. will be increasing its percentage of chapter dues, so chapters should be reviewing their administrative needs and adjust their membership dues accordingly
- Chapters DO NOT have to give 50% of their scholarship account in Scholarship Awards out each year; we also encourage NOT to give out more than 50% of the funds
- The NEWH, Inc. office will be contacting those chapters that have not sent in the annual budget in the next two weeks.
- **REMINDER – RESULTS OF ACTIVITY REPORTS MUST SENT INTO INC OFFICE WITHIN 45 DYAS AFETR THE EVENT**

BANK BALANCES	
account balances as of 4/30/2014	
General	\$ 541,280.67
Scholarship	123,740.79
Money Market (<i>cash reserve fund</i>)	142,814.59
Long Term Reserve Account (<i>money market acct receives higher interest than CD</i>)	200,000.00
Cash Reserve Account (<i>money market acct receives higher interest than CD</i>)	75,000.00
CD	100,000.00
NEWH, Inc. acct in Canada (7/31/13)	CAD 7,587.92
NEWH Canada, Inc.	CAD 59,664.62
NEWH, Inc. acct. in London	£ 3,038.79

CHAPTER / REGIONAL GROUPS	ANNUAL BUDGET REC'D	STATEMENT FROM BANK	LABELING CKS AND DEPOSITS	UPDATED SIGNATURE CARDS	CURRENT ON TAX MATTERS FOR 2013	2013 FUNDRAISING REMITTANCE	2013 TO DATE FUNDRAISING %***	2013 MONIES TRANSFERRED TO SCHOLARSHIP ACCT	2014 FUNDRAISING REMITTANCE	2014 TO DATE FUNDRAISING %***	2014 MONIES TRANSFERRED TO SCHOLARSHIP ACCT	CHECKING BAL	DATE	SCHOLARSHIP BAL	DATE	CD	DATE
Arizona	X	X	X	X	X	Yes	67%	2,969.65	Need info	0%	5,903.46	2,132.90	4/30/14	9,319.55	4/30/14		
Atlanta	X	X	X	X	X	Invoiced	43%	-	Need info	0%	11,753.84	11,872.30	4/30/14	35,653.68	4/30/14		
Atlantic City	X	X	X	X	X	Invoiced	77%	7,000.00	N/A	0%	-	14,043.05	4/30/14	9,534.56	4/30/14		
Chicago	X	X	X	X	X	Yes	36%	59,710.42	Need info	0%	-	78,662.13	4/30/14	70,196.27	4/30/14		
Dallas	X	X	X	X	X	Yes	33%	33,358.57	N/A	0%	-	49,066.13	4/30/14	44,137.25	4/30/14		
Houston		X	X	X	X	Invoiced	58%	2,025.00	N/A	0%	-	33,074.31	4/30/14	11,140.18	4/30/14		
Las Vegas		X	X	X	X	Invoiced	30%	23,076.93	Need info	0%	7,500.00	78,433.35	4/30/14	101,894.75	4/30/14		
Los Angeles Founding	X	X	X	X	X	Yes	43%	2,800.00	N/A	0%	14,486.69	126,181.42	4/30/14	100,949.77	4/30/14		
New York	X	X	X	X	X	Yes	50%	27,167.66	N/A	0%	30,100.00	80,270.65	4/30/14	75,331.19	4/30/14		

North Central	X	X	X	X	X	Yes	56%	83.00	N/A	0%	-	44,440.65	4/30/14	12,010.59	4/30/14		
Northwest	X	X	X	X	X	Invoiced	62%	-	N/A	0%	-	74,187.66	4/30/14	15,113.00	4/30/14		
Rocky Mountain	X	X	X	X	X	Yes	37%	14,130.84	Need info	0%	2,944.09	16,754.83	4/30/14	13,055.53	4/30/14		
San Francisco Bay Area	X	X	X	X	X	Invoiced	51%	31,887.40	N/A	0%	-	66,925.18	4/30/14	42,023.45	4/30/14		
South Florida	X	X	X	X	X	Yes	63%	250.00	N/A	0%	-	29,417.23	4/30/14	24,225.85	4/30/14		
Sunshine	X	X	X	X	X	Yes	19%	27,278.35	N/A	0%	-	48,473.47	4/30/14	54,146.14	4/30/14		
Toronto	X	X					0%					27,319.45	3/31/14	32,325.25	3/31/14		
United Kingdom												1,954.89	4/30/14	1,311.81	4/30/2014		
Washington DC Metro	X	X	X	X	X	Yes	16%	20,479.92	N/A	0%	25,000.00	112,411.79	4/30/14	41,399.83	4/30/14	40,093.59	4/30/14
New England												9,257.98	4/30/14	16,552.06	4/30/14		
North Carolina												4,151.13	4/30/14	5,849.00	4/30/14		
Orange County												2,419.40	4/30/14	17,407.69	4/30/14		
San Diego														10,406.07	4/30/14		
Vancouver																	
Virginia														12,005.11	4/30/14		

2014 BUDGET

		INCOME	EXPENSE
President		-	1,888.61
President Elect		-	1,003.59
Past President		-	8,837.13
	Mentorship	-	38.03
Executive Adviser		-	-
Secretary		-	364.86
	Board Training	-	2,847.79
Vice President Finance		-	702.63
	Travel / Delegate	-	5,680.66
Vice President/Education		-	1,140.25
	Scholarship	12.00	1,980.60
	Continuing Education	3,500.00	1,386.48
	Sustainable Scholarship	13,666.67	10,527.47
	ICON Scholarship	-	1,257.88
	Vendor Scholarship	7,000.00	7,579.65
VP/Membership		-	1,212.25
	Membership	119,421.50	63,936.50
	Expansion	-	-
	International Expansion	-	-
VP/Development		-	417.03
	Corporate Partner Development	276,750.00	25,188.33
	Fundraising	37,429.11	395.00
	Leadership Council	-	-
VP/Marketing		-	225.89
	Marketing	-	762.99
	Marketing Communications	-	-
	Marketing Collateral	-	-
	NEWH Awards	-	1,858.08
VP/Events		-	537.18
	Tradeshows/USA	-	6,721.09
	Tradeshows/other	-	-
	Tradeshows/Regional	472,972.50	263,385.52
	NEWH Conferences	-	5,451.36
VP/Sustainability		-	1,232.26
	Sustainable Conference	-	-
	Sustainable Hospitality	5,000.00	2,298.67
Administration		430.00	213,759.61

NEWH Governing Board Mtg.	-	7,059.70
Website	10,325.00	12,823.25
Publications	-	2,703.06
Reserve Acct.	-	16,666.00
Bank/Credit Card	-	8,103.31
Totals	\$ 946506.78	\$ 679972.71

VP/EDUCATION

ANDREA THOMAS

Job Purpose

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

2014 GOALS

Scholarship –

- Work with the Director of Scholarship in the execution of all current scholarship initiatives including vendor scholarships, ICONS and the Sustainability design Competition.
- Interface with Chapter Directors via discipline calls.

Education

- Assist Director of Continuing Education and CEU Committee Chair to fulfill requirements for the IACET application to be approved as a provider organization for continuing education.

STEPS TAKEN TO ACHIEVE GOALS

Vendor Scholarships

- Fabricut FR-1

The recipient for this \$3,000 scholarship was **Melanie Murata**, an Interior Design major in the Graduate program at Florida State. It was awarded at Boutique Design West in San Diego in March 2014. Fabricut will advise if they want to continue presenting their scholarship at BD West.

- Fabric Innovations Legacy Scholarship

Deborah Herman has generously made a three-year commitment to award this \$10,000 scholarship. We will issue the application packets at the end of summer and the presentation will again be made at the Platinum Circle Awards in November 2014, in conjunction with the IHM&RS show in New York.

- Symmons Smart Scholarship

Thank you to Symmons Industries who will be awarding their first \$4,000 scholarship at The New Entrepreneurs breakfast on Wednesday, May 14th, 2014 from 9:00 am – 10:00. They will also have a presentation at Symmons booth party at 2:30 pm (Booth# 2905). The student chosen to receive the award is **Erica Killam**, an Interior Design major in the Master's Program at Pratt Institute. They have generously agreed to a three-year commitment and we will be working on a process for a design competition in conjunction with the 2015 and 2016 scholarships.

ICON of Industry

The 2013 ICON is **Ray Anderson** of Interface Floor.

A \$5,000 Student Scholarship in his honor, was given in November at the Gold Key Awards in New York to **Amanda Krueger**, a graduate student in Interior Design at Florida State University. A \$3,500 Honorable Mention Scholarship was awarded to **Alexandra Kern**, an MFA candidate in Interior Design attending Savannah College of Art and Design at Boutique Design West in San Diego in March.

SCHOLARSHIP

SUSAN BURNSIDE

Job Purpose

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

The 2014 ICON is **Bob Thomas**, founder of Signature Carpets.

Sustainable Design Competition – 2013-2014

We are grateful to **JLF|Jonemeadow and Valley Forge Fabrics** for their past support and sponsorship of these \$5,000 awards.

This year's competition was "**The Sustainable Guest Experience- Resort Salon and Spa.**" The undergraduate winner is **Alina Bungardean**, a student at Ryerson School of Interior Design in Toronto and winner of the graduate student award is **Victor Lee**, an MS major in Interior and Environmental Design at Illinois State University.

We thank our judges for committing the time to select this year's recipients. They are **Barbara Best-Santos**, Director of Hospitality in the Northwest region for Gensler; **Becca Dobosh**, Associate Interior Designer at SERA Architect's Hospitality Studio in Portland OR; **Melissa Pyell**, Hospitality Designer at Gensler in Newport Beach.

Award of these scholarships will be made at HD Expo in on Wednesday, May 14th, at 12:00 right after the 11:30 Green Conversation at the Social Hub on the Expo floor.

Continuing Education

We are currently working on completing the IACET application in order to become providers of our own CEU programs. This process is very intense and time consuming, but in the end, we will be able to offer state of the art, high quality educational programs to the industry. We have registered with IDCEC as a conference provider, as well as with AIA, to have access to their CEUs in the meantime. If you are interested in working on this initiative, please contact Chris Wasmer – wasmer@roadrunner.com.

Board Training Manual

Guidelines for scholarships and other changes/updates to be made to Board Manual – is an on-going process. Please submit any changes/updates you feel should be made to VP Education or the NEWH Inc. office.

Website updates/correction as necessary

Working with Scholarship Director and the Inc. office to update any and all scholarship information as necessary on website.

Long Term Goals for This Position

- Provide and plan for smooth interface/interaction between activities of Scholarship and Education at all levels within NEWH Inc./Chapters.
- Ongoing - Define job responsibilities and timeline of all ongoing initiatives overseen by V.P. Education for use by future occupants of this position.

2014 GOALS

- Work with Chapters and Regional Groups to promote all NEWH Scholarship opportunities
- Work with Chapters and Regional Groups to establish new Vendor Scholarship opportunities at the local level
- Solicit new vendors for Scholarships focused on the other facets of the industry including Hotel Management, Purchasing and/or Culinary, as we seem to have many scholarships that focus on Interior Design

STEPS TO ACHIEVE GOALS

- Quarterly conference calls with Scholarship Directors
- Encouraging Scholarship Directors to work with their Marketing Chairs to promote opportunities through the social media pages of both NEWH and their local schools
- Work with NEWH Inc to source new opportunities and vendors for additional scholarships

LONG TERM GOALS FOR THIS POSITION

- Maintain good relationships with existing Sponsors
- Establish new Vendor Scholarships both nationally and locally to support all facets of the Hospitality Industry

OTHER REPORT ITEMS

- FR-ONE scholarship had 44 applicants
- WINNER :: Melanie Murata | Florida State
- Sustainable Design Competition had 25 projects entered
- Under Graduate WINNER :: Alina Bungarden | Ryerson University
- Masters WINNER :: Victor Lee | Illinois State
- Symmons Smart Scholarship had 64 applicants
- WINNER :: Erica Killam | The Pratt Institute
- We had many students decline to apply for scholarships this year citing that the mandatory attendance at HD Expo in Las Vegas conflicted with their graduation ceremonies

SCHOLARSHIP AWARD REPORT

Chapter	2014	total # of awards	Total Given
Arizona	6,000.00	107	99,700.00
Atlanta	21,600.00	129	235,780.00
Atlantic City/Greater Philadelphia	0	5	10,500.00
Chicago	0	85	182,000.00
Dallas	0	137	260,200.00
Houston	0	99	99,625.00
Las Vegas	0	126	287,554.92
Los Angeles Founding Chapter	0	308	630,175.00
New England Region	0	26	18,950.00
New York	0	196	461,500.00
North Carolina Region	2,500.00	1	2,500.00
North Central	4,500.00	31	37,500.00
Northwest	7,000.00	31	48,500.00
Orange County (Southern Counties)	0	53	55,950.00
Rocky Mountain	9,500.00	35	65,200.00
San Diego	0	3	3,000.00
San Francisco Bay Area	0	4	15,000.00
South Florida	0	75	111,000.00
Sunshine	3,000.00	56	144,500.00
Toronto	0	34	CAD 63,013.00
United Kingdom	0	14	GBP 32,786.88
Vancouver	2,000.00	1	2,000.00
Virginia	0	8	16,500.00
Washington DC Metropolitan	0	92	228,300.00
NEWH ICON of Industry	0	18	74,000.00
Sustainable Design Competition/School	5,000.00	8	40,000.00
Sustainable Design Competition/Student	5,000.00	10	45,000.00
Vendor - American Holtzcraft	0	1	3000.00
Vendor - Fabric Innovations Legacy	0	1	10,000.00
Vendor - Fabricut FR-One	3,000.00	8	24,500.00
Vendor - Symmons	4,000.00	1	4,000.00
TOTALS	73,100.00	1703	3,329,183.71

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.

2014 GOALS

- Communicate with the national office on the ten standard categories for IACET approval.
- Identify the current strengths and weaknesses of this position
- Develop a plan for specific tasks to be accomplished as well as deadlines on the following:
 - o IACET
 - o Work to identify the need and acceptance for Webinar
 - o Work to identify on-ground sessions for assessment

STEPS TO ACHIEVE GOAL

- Work with national to identify and develop appropriate course offerings and method of survey
- Initiate the process to appoint a panel for assessment prior to the Fall meeting

LONG TERM GOALS FOR THIS POSITION

- Explore opportunities with other accreditation bodies – report by Fall meeting

VP/MEMBERSHIP

CYNTHIA GUTHRIE

Job Purpose

- Responsible for the well-being and growth of the NEWH, Inc. membership and expansion

2014 GOALS

- Work with and on behalf of NEWH, Inc. to increase membership on a National and International level.
- Align goals with NEWH, Inc. Directors of Expansion & Membership for increasing membership & expansion.
- Work with chapters and regional groups looking at past and current ideas for ways to recruiting members and retaining members.
- Promote and increase Business Memberships
- Focus, identify & develop target areas/groups for growth & expansion.
- Verify/monitor compliance for group/chapter during expansion

STEPS TO ACHIEVE GOALS

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

Long Term Goals for This Position

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

Other Report Items

- During our strategic planning meeting at Milliken, we further discussed potential formation of an “Industry Leaders Council” (ILC). A scope document has been started and there is still much

work to be done to formulate an outline & criteria for the selection process of “Leaders”, qualification needed, commitments by Leader needed, and benefits given to “Leaders” as well as an announcement once the details are finalized. We welcome additional ideas and comments from the IBOD and would like to move forward on this quickly so we can have in place for the Leadership Conference as first gathering of the “Council”.

- Objective: Attract, engage, elevate and diversify demographics of participants/friends of NEWH with high level industry professionals. By Product - generate further industry recognition and raise profile of NEWH, which in turn would create more networking, increase membership and leadership development.
- A Council member would be VP or higher-level positions or at a level potential to award projects. There is potential for three (3) subsets – Educators, Designers and Hoteliers for consideration.
- They could be designers, hotel brand, hotel managements/owners/developers & educators.
- It would be an invitation only position determined by the EC vote.
- We could reach out to each chapter to gather list for potentials similar to how TOP ID was gathered for names.
- They would have to commit to contribute to NEWH/Chapter of at least one event and meet for one (1) advisory/focus group for NEWH Inc. – Event examples: be a speaker, on panel, Owner’s Roundtable, attend, or some other TBD participation.
- Benefits to “Leader” could be complimentary admission to a Chapter Program, listing on the NEWH website, potentially local Chapter marketing – still in process of discussion.
- Potentially this could foster the development of new levels of membership.
- Budgets to get ILC members for advisory/focus participation/meeting to be vetted as well.
- Agenda for meeting to be determined
- Hawaii –A sincere thank you to Michelle Finn for inviting Shelia & Trisha to attend a BD hosted event to bring out the design community. Trisha & Shelia were able to vet there is real interest in Hawaii for NEWH and looking for ways to network with other industry professionals. A thank you also to Shaleah Soliven of WATG Hawaii who has the momentum going for a Regional

Group. She with seven others held a meeting as their formation committee in mid-March to discuss & review the NEWH Regional Group information, talked about goals, what they would like to accomplish, the types of networking events they can hold, etc.

There is now discussion of another trip to Hawaii to have an NEWH hosted event to meet others that are interested in NEWH and talk about an NEWH Regional Trade Show in Hawaii for tentative date in February 2015.

MEMBERSHIP

MEGHAN BAZEMORE

Job Purpose

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

No Goals Submitted

MEMBERSHIP REPORT BY CHAPTER

chapter	2013 Year End		2014 to date		% of Change since January Meeting does not include students	2014 non renewals		2014 new members/ past returning		voting members non voting students		
	2013 Year End w/ Students	2014 to date w/ Students	2014 to date w/ Students	2014 to date w/ Students		2014 non renewals	2014 non renewals	2014 new members/ past returning	2014 new members/ past returning	voting members	non voting	students
						Students are not reflected						
Arizona	64	74	57	73	-11%	13	20.3%	2	3.5%	48	9	16
Atlanta	257	313	274	385	7%	39	15.2%	55	20.1%	225	49	111
Atlantic City/Philadelphia	66	81	55	73	-17%	7	10.6%	9	16.4%	44	11	18
Chicago	250	296	203	304	-19%	36	14.4%	19	9.4%	130	73	101
Dallas	322	528	329	480	2%	59	18.3%	46	14.0%	229	100	151
Houston	150	256	127	206	-15%	17	11.3%	13	10.2%	72	55	79
Las Vegas	125	169	129	164	3%	17	13.6%	21	16.3%	99	30	35
Los Angeles Founding	192	250	220	272	15%	42	21.9%	49	22.3%	178	42	52
New York	349	518	354	447	1%	55	15.8%	39	11.0%	246	108	93
North Central	160	336	149	294	-7%	20	12.5%	6	4.0%	76	73	145
Northwest	121	145	129	159	7%	18	14.9%	24	18.6%	116	13	30
Rocky Mountain	102	135	93	119	-9%	21	20.6%	12	12.9%	73	20	26
San Francisco Bay	153	216	156	191	2%	34	22.2%	20	12.8%	118	38	35
South Florida	132	173	115	136	-13%	19	14.4%	10	8.7%	82	33	21
Sunshine	192	257	182	225	-5%	30	15.6%	19	10.4%	136	46	43
Toronto	143	168	119	164	-17%	15	10.5%	16	13.4%	94	25	45
United Kingdom	66	66	69	69	5%	11	16.7%	13	18.8%	68	1	0
Washington DC Metro	189	271	208	284	10%	22	11.6%	27	13.0%	150	58	76
New England Region	69	90	83	120	20%	17	24.6%	18	21.7%	77	6	37
Atlantic Canada Region	3	3	4	4	0%	2	66.7%	1	25.0%	4	0	0
North Carolina Region	70	77	64	137	-9%	10	14.3%	7	10.9%	57	7	73
Orange County Region	49	70	41	70	-16%	11	22.4%	4	9.8%	40	1	29
Regional Members	41	41	68	107	66%	14	34.1%	12	17.6%	62	6	39
San Diego Region	21	47	23	55	10%	5	23.8%	9	39.1%	21	2	32
Vancouver Region	38	123	41	155	8%	4	10.5%	0	0.0%	31	10	114
Virginia Region	22	61	0	0		0	0.0%	0		0	0	0
	3346	4764	3292	4693	-2%	538	16.1%	451	13.7%	2476	816	1401

edited 05-May-2014

EXPANSION

JASON STOCK

Job Purpose

- Responsible for identifying, developing and supervising new chapters from initial organization through Charter process
- To support the NEWH Regional Areas and Members-at-Large

2014 GOALS

- Develop a “global” comprehensive plan to deal with succession planning challenges and help fine tune the plan on a regional basis.
- Fortify membership base (retention) and look at best practices for growth (expansion).

STEPS TO ACHIEVE GOALS

- Working within the framework already established by NEWH in terms of what metrics are most conducive to a successful chapter I would like to work more closely with each individual region to help them fortify succession planning and membership retention and growth. This will include but will not be limited to:
 - o Speaking with each individual group regarding succession

- planning to date and plans for the future
- o Speaking with “founders” or early pioneers of chapters and discuss their successes/best practices regarding succession planning and membership issues.
- o Work with the individual steering committee members of the regional groups to develop the plan, include local nuances, and begin implementation
- o Document the strategy, closely watch progress and identify commonalities to be applied globally.

LONG TERM GOALS FOR THIS POSITION

- Develop a Strategic Plan (1,3,5,7 Year) template to be implemented by the regional groups to be reviewed and adapted annually.

REGIONAL MEMBERSHIP

Regional Area	2014	2013	2012	2014 Projections
Alabama Region	1	1	0	
Arkansas Region	1	1	0	
Asia/Pacific	0	1	0	
Canada Regional	2	0	0	
Hawaii Region	3	0	0	
Indiana Region	6	1	1	

Regional Area	2014	2013	2012	2014 Projections
Memphis/Mid-South	15	11	3	
Michigan Region	10	1	2	
Missouri	3	3	0	
Ohio Region	6	10	5	
Oklahoma Region	5	6	3	
South Carolina Region	1	3	2	
Virginia Region	33			

INTERNATIONAL EXPANSION

Job Purpose

- Responsible for identifying, developing and supervising new international chapters from initial organization through Charter process
- To support the NEWH International Members

No Goals Submitted

VP/DEVELOPMENT

Job Purpose

- Develop and facilitate methods of generating revenue for NEWH, Inc.

2014 CORPORATE PARTNERS	level	partner since
Durkan Hospitality	Benefactor	1995
Fabricut Contract/S. Harris	Benefactor	2004
KOHLER Company	Benefactor	2012
RH Contract	Benefactor	2012
ULSTER	Benefactor	2003
American Leather	Patron	2008
Crypton Fabrics	Patron	2014
Delta Faucet Company	Patron	2014
Hospitality Design Group	Patron	2001
Hospitality Media Group, LLC	Patron	2012
Hotel Interactive	Patron	2012
Installation Services Group	Patron	2010
Milliken Hospitality	Patron	1996
Moen, Incorporated	Patron	2012
Summer Classics Contract	Patron	2011
American Atelier, Inc.	Supporting	2011

Arteriors Contract	Supporting	2013
Ashley Lighting, Inc.	Supporting	2012
B Carpet	Supporting	2001
Bernhardt Hospitality	Supporting	2012
Conneaut Leather	Supporting	2012
Electric Mirror	Supporting	2008
Fabric Innovations	Supporting	2011
Justice Design Group	Supporting	2013
Karndean DesignFlooring	Supporting	2011
Lexmark Carpet Mills	Supporting	2008
Lily Jack	Supporting	2011
Mandy Li Collection	Supporting	2011
OW Hospitality	Supporting	2014
P/Kaufmann Contract	Supporting	2011
Richloom Contract	Supporting	2013
Sem Fim	Supporting	2013
Serta International	Supporting	2005
Séura Incorporated	Supporting	2012
Shafer Commercial Seating	Supporting	2012
Shelby Williams	Supporting	2011
Signature Hospitality Carpet	Supporting	2005
Tropitone Furniture Company	Supporting	2012
Vaughn Benz	Supporting	2011
W A L T E R S	Supporting	2012

NEWH has put a cap on the number of Corporate Partners under each level of commitment (Benefactor – 5; Patron – 10; Supporting – 25). All are now filled. We are keeping a waiting list if a company is interested. They will be contacted if one of our current partners does not renew. All inquiries should be directed to Jena Seibel or Shelia Lohmiller.

FUNDRAISING

RON MCDANIEL

Job Purpose

- To coordinate, support and monitor all fundraising activities within the organization, and to develop and implement NEWH's fundraising strategies for unrestricted income so as to help generate the security and funds required to achieve NEWH's growth plans.

2014 GOALS

- Develop and Implement NEWH National Signature Fundraising Event
- Streamline Fundraising National and Chapter processes to increase effectiveness of fundraising efforts.
- Increase communication between National Fundraising Director and local Chapter Directors and Chairs of Fundraising.
- Increase unrestricted revenue at NEWH, Inc. and local Chapters 10%-15% by the end of 2014.

STEPS TO ACHIEVE GOALS

- Research and develop pros and cons of producing a "DIFFA" like event as the NEWH Signature Event. Including time, costs and potential ROI based on up-front costs vs. potential unrestricted revenue received. Determine what will be the most efficient and effective fundraising event for National.
- Accumulate forms, spreadsheets, and miscellaneous information utilized by Fundraising Directors/Chairs for their events. Determine consistent information and develop a "standardized" fill-in spreadsheet to be utilized. This form possibly could be added as part of Board Resources section.

- Work with Local Fundraising Directors/Chairs on how to acquire sponsors while learning to develop relationships with past, present, and potential sponsors.
- In addition to the quarterly discipline calls, send out a monthly email with Fundraising "helpful hints" to help each chapter become more efficient and effective with their fundraising efforts while increasing unrestricted revenue.
- Work with Fundraising Directors/Chairs on "branding" fundraising events to gain more exposure and peak more interests.
- Stress the importance of developing a committee!!!
- Stress the importance of utilizing NEWH website as a tool to help streamline processes (i.e., rsvp, sponsorship...)

LONG TERM GOALS FOR THIS POSITION

- Without interfering with local chapter processes and procedures, assist in the transitioning of new Fundraising Directors/Chairs into their positions. "Find your Replacement"
- Continue to stress the importance of NEWH succession plan strategy to ensure continuous momentum of fundraising efforts.
- Develop Leadership Conference packages/protocols/formats for Sponsorship

ACTING VP/MARKETING

TARA MASTRELLI

Job Purpose

- Developing an action plan to provide events that will benefit the membership of NEWH, Inc. and enhance NEWH's market presence

2014 Goals

- Simplify the overall NEWH message to increase awareness and strengthen the brand

Steps to Achieve Goals

- Assess the universe of NEWH brands (sub-brands, co-branding, initiatives, etc.) and identify ways to better leverage and build equity in the NEWH brand
- Assess marketing materials at the Inc. and chapter levels, and identify ways to elevate the overall look and feel of the organiza-

tion

- Assess the current positioning of the organization, and develop recommendations to help simplify and clarify our message

Long Term Goals for This Position

- Elevate the perception of NEWH throughout the industry

Other Report Items

- ALIS: Attending planning session as NEWH representative.
- Maison & Objet: Reviewing potential opportunities for 2015 Miami show.

MARKETING COMMUNICATIONS

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.

MARKETING COLLATERAL

Job Purpose

- To maintain a creative calendar for marketing collateral and to work closely with NEWH, Inc. Board of Directors and its chapters to ensure consistency of branding, creativity and accuracy of marketing materials.

VP/EVENTS

PHILIP BYRNE

Job Purpose

- Develop and maintain a plan to provide events that benefit the NEWH membership and enhance the NEWH brand.

2014 GOALS

- Ensure 2104/15 RTS are well executed and financially successful
- Plan RTS for 2015/2016
- Develop Succession plan

STEPS TO ACHIEVE GOALS

- Close work between NEWH Inc, VP Events, RTS Director and Conference Director

LONG TERM GOALS

- Assist in the 2015 Leadership Conference
- Assist in introducing new chapters to RTS events
- Develop overseas relationships/events + identify new opportunities

OTHER REPORTS ITEMS

- Successful RTS held in LA + DC (Despite Weather)
- Shows remaining
 - Atlanta
 - Denver
 - Houston
- Calendar for 2015
 - Dallas

Orlando

Chicago

San Francisco

Seattle

Minneapolis

- Chapters interested in hosting a RTS in 2016 should contact Bryan Adcock

- Currently slated for 2016

Los Angeles

Washington DC

Atlanta

Dallas

Denver

Houston

- Serious interest has been expressed in holding a RTS in the UK
- Exploring the possibility for a tradeshow in Hawaii (2015)
- Timetable set for Leadership conference in January 2015 in Dallas.
- Final keynotes and breakouts

NEWH CONFERENCES

LEIGH MITCHELL

Job Purpose

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

2013 GOALS

- Select 2015 Leadership Conference location and begin research on destination - DONE

2014 GOALS

- Successful Execution of the 2015 Leadership Conference

STEPS TO ACHIEVE GOALS

- Calls with INC to verify all bases are covered for 2015 Conference.
- Blitz needed for sponsorships, product tables and president din-

ner sales

- Discussion with Philip regarding 2015 Conference and timing, close work with the Dallas chapter on the many details
- Create Budget and pricing for conference

LONG TERM GOALS FOR THIS POSITION

- Successful execution of 2015 Leadership Conference, taking what has been learned from the 2013 conference and planning better

REPORT UPDATE APRIL 2014

- Fairmont Dallas selected as the 2015 Leadership Conference lo-

cation

- Dates of January 22-24, 2015 selected so as not to compete with ALIS conference.
- Rough schedule/timeline put together for 2015 conference.
- Still need keynote speakers. Current possibilities IDEO, Arianna Huffington, Todd Henry
- Finalizing Sponsorships (Trisha and Ron)
- Scholarship luncheon – need videos from chapters
- President’s Dinner location selected
- Planning on Saturday night “Dallas 360” reception

REGIONAL TRADESHOWS

BRYAN ADCOCK

Job Purpose

- Be responsible for and coordination of all NEWH, Inc. Regional Tradeshow (tabletop/mini-booth format) activities

See above VP report

VP/SUSTAINABLE HOSPITALITY

DINA BELON

Job Purpose

- Developing an action plan to provide events that will benefit the membership of NEWH, Inc. and enhance NEWH’s market presence

2014 SCHEDULE OF ACTIVITIES / EVENTS

- April: Silent Auction in conjunction with HD Las Vegas
- January-July: Looking for 1 sponsor for Sustainable Design Competition (\$7,000 annually) winning Undergraduate student’s college award
- May: HD Vegas May 14-16 Green Voice Sessions/SDC Student Award
- August: Sustainable Design Competition scholarship packet goes out to schools to gather applications
- September: Virtual event (1)
- October: Virtual Event (2)
- October: Lodging Green + Sustainability Conference Oct’ 28-30 @ the Aria in Las Vegas NEWH Green Voice is the design track for the event.
- November: BDNY Nov’ 9-10 Green Voice session and conversations
- December: Sustainable Design Competition Intent forms due
- January 2015 - NEWH Leadership Conference - Green Voice Session

- Expand the sustainability participates in the NEWH directory
 - o Directory complete
 - o Create marketing material for a directory campaign
 - o Begin marketing the directory and getting companies to complete the questionnaire
- Sustainable Design Competition:
 - o Crypton (Dana Kelman) – Signed up for one year - Nicole Crawford
 - o JLF / Lone Meadow - Signed up for three more year commitment
 - o Open Slot
- Green Voice (no available slots):
 - o JLF Lone Meadow
 - o Valley Forge
 - o NorthWest Carpets
- Sustainability Plan in 2014
 - o NEWH office data (Jeanne)
 - o Work with Jena for Tradeshow / Board Meetings
 - May Board Meeting (Dina)
 - Atlanta (Dina)
 - Denver (Adrienne)
 - Houston (Helen)
 - November Board Meeting
 - o Work with Jena and Leigh Mitchell for Leadership Conference in Dallas
 - o Two Chapters to pilot (Atlanta and San Francisco) - Dina/Lora
- NEWH On-line Auction (Spring + Fall)
 - o In Conjunction with HD Expo & BDNY (Denise / Lynda)

NEWH SUSTAINABILITY 2014 GOALS

- Produce Green Voice educational sessions at (3) Conferences and (2) Virtual Events in 2014
 - o HD Las Vegas May 14th – 16th (David)
 - o Virtual Event in conjunction with the Lodging Green + Sustainability Conference (Dina)-Sept'
 - o Lodging Green + Sustainability Conference Oct. 28th – 30th at Aria-Las Vegas (Dina)
 - o Virtual Event in Conjunction with the Boutique Design NY show (David) Oct'
 - o Boutique Design NY Nov. 9th – 10th Javits Ctr, NY (David)

2014 Sub-Committees	Areas of Responsibility	Committee Leader	Committee Members	NEWH IBOD Committee Connection
Marketing Committee	<ul style="list-style-type: none"> - PR / Alliances (Adrienne) - (4) Articles (Rachel) - Green Voice Events(Adrienne) - LinkedIn (Jeff) - Facebook (Nicole, Adrienne & Dina) 	Adrienne Pumphrey	Andy Schailder Carly Cannell Rachel Long Carole Dockree Jeff Sladick	Marketing

	- Twitter (Carly)			
Fundraising Committee	- Operating Budget (Dina) - Sustainable Scholarships; need to find (2) new sponsor for 2014 (?) - Online Auctions (Lynda/Denise) - Green Voice Sponsors: 2 available (?)	Lynda Sullivan	Denise Scalfani Dina Belon Rachel Long Jeanne Varney David Mahood	Andrea Thomas (VP Education); Susan Burnside (Dir)
Directory Committee	- Application reviewed - Directory Membership Drive	Sharry Cooper	David Mahood Jeanne Varney	Shelia Lohmiller, NEWH Inc.
Events & Forums Committee	- HD Las Vegas (May 15th – 17th, 2014) (David) - Green Hospitality Conference (May 2014) (Dina) - Virtual Event Sept' (David) - Lodging Green + Sustainability Conference (Oct. 28th – 30th Vegas) (David/Dina) - Virtual Event (Oct') (David) - BDNY Nov' 9-10 (David) - NEWH Leadership Conf. (Jan. 22nd-24th, 2015) (Dina/David)	David Mahood	Gary Golla Rachel Long Dina Belon Lorraine Francis	Events Phillip Byrne (VP) Leigh Mitchell (Dir. Leadership Conf.)
Managing Sustainable Chapter Directors	- Communication with Sustainable Chapter Directors (Lora) - Increase Sustainable Directors from (9) to (11) in 2014 (Lora) - Develop GV educational content for Chapter's (Lora & Educational Committee)	Lora Spran	NEWH Sustainable Hospitality Chapter Directors	Dina Belon
Sustainability Plan	- Finalize the NEWH Sustainability Plan - Develop an EPP Policy - Work with Jena Seibel to implement the meeting/event selection criteria - Gather data throughout the year for reporting - Determine and work with (2) chapters to pilot Chapters - Develop the 2014 sustainability report and deliver in January of 2015	Dina Belon	Helen Reed, Jeanne Varney, Lorraine Francis, Julie Halstead	Jena Seibel, NEWH Inc.

SUSTAINABLE HOSPITALITY

ADRIENNE PUMPHERY

Job Purpose

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

SEE ABOVE

VP/INTERNATIONAL RELATIONS - CANADA

CHRISTINE TUCKER

Job Purpose

- Develop and facilitate a program that expands the NEWH, Inc. mission of education through charitable endeavors worldwide. The program should increase the visibility/credibility of NEWH, Inc.

2014 GOALS

- | | |
|--|--|
| <ul style="list-style-type: none"> - Atlantic Canada Regional Group growth to build a new regional group in the East Coast - Expand the NEWH mission Canada-wide, increase the visibility/credibility of NEWH - Explore and encourage new Regional Groups in other areas of Canada - Winnipeg & Calgary have had some interest but not enough interest to get this started at this time - Work with NEWH International to maintain structure and best practices for International Chapters working with NEWH Inc. for | <ul style="list-style-type: none"> - 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, BC has been a very strong and positive Regional Group with growth in membership in 2014 with the commitment of the current Board. - Continued growth with other associations in Canada to expand our membership base - Trade show in Toronto with IIDEX 2014 – great partnership |
|--|--|

STEPS TO ACHIEVE GOALS

- Working with committee members in Vancouver Regional Group and Committees
- Working with members in Halifax to build a committee with new members in Atlantic Canada to develop the Regional Group and Committees
- Currently work with all members in Vancouver & Toronto Chapters to assist in facilitating functions and growth for NEWH Canada Inc.
- 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.
- Successful participation to expand Canadian awareness of NEWH with continued partnering at 2014 IINDEX

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

OTHER REPORT ITEMS

- Continue to monitor the Canadian, taxes and accounting systems
- Report financial activity to NEWH, Inc.

VP/INTERNATIONAL RELATIONS – UNITED KINGDOM

JULIAN BRINTON

Job Purpose

- Develop and facilitate a program that expands the NEWH, Inc. mission of education through charitable endeavors worldwide. The program should increase the visibility/credibility of NEWH, Inc.

NO GOALS SUBMITTED

PAST PRESIDENT

JULIA MARKS

Job Purpose

- To provide counsel to the NEWH, Inc. Governing Board

2014 GOALS

- Support Trisha Poole as our incoming President and transition into the new 2014 International Board of Directors.
- Support the NEWH Inc. Board of Directors and NEWH committees on all initiatives.
- Work with our Ad Hoc Committee Chair, Sandy Banks, to put together a NEWH Mentorship program.

Steps to Achieve Goals

- Create Pilot Program
 - o Including but not limited to code of ethics and confidentiality, program rules and requirements, questionnaire for mentors & mentorees, marketing collateral
- Select three chapters for the Pilot Program
 - o Each chapter will hold a meet and greet with local pro-

- professionals to introduce the pilot program, gauge interest, answer questions and learn what is needed/wanted from the program
- Training sessions
 - o Implement a training program for mentors
- Match mentors with mentorees
 - o Create a measuring tool on successful matches, management and implementation of the overall program
- This is a very new endeavor and while we appreciate the excitement from our chapters and our members, we want to roll it out slowly and efficiently to learn from the process and create a positive experience and successful program. We appreciate all feedback!

NEWH MENTORSHIP

SANDY BANKS

Job Purpose

- Develop a program of informal mentorship for members of the Hospitality Industry

2014 GOALS

1. To define and set guidelines for the program based on the needs of NEWH membership
2. To establish mentoring programs in select locations

STEPS TO ACHIEVE GOALS

1. Receive and compile suggestions for implementation and organization from the board
2. Design a questionnaire for potential mentors and mentees

3. Hold informal "sundowners" or equivalent gatherings in selected chapters to provide groundwork for mentoring program
4. Select Chapter and Committees in those Chapters for monitoring and reporting of support and progress

LONG TERM GOALS FOR THIS POSITION

1. Establish mentoring programs in each Chapter

EXECUTIVE ADVISER

HELEN REED

Job Purpose

- To provide counsel to the 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 its mission

2014 GOALS

1. 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.
2. To assist in the preparation of the annual strategy plan for the organization.
3. Provide assistance with the President with any items that may be required.
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

STEPS TO ACHIEVE THESE GOALS

1. Stay informed and continue my engagement with the activities,

NEWH AMBASSADORS

MICHELLE FINN

DEBORAH HERMAN

STACY RAUEN

Job Purpose

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

2014 GOALS

- To attend and promote all NEWH, Inc. and Regional NEWH activities. This includes bringing personal contacts to the events, helping promote events to the local region, chapter by chapter and most especially, building the brand of NEWH Excellence.
 - Regarding events that can be "best practices", our goal is to attend these events, help with the committee to make these events successful and pool our individual contacts to help make these events successful. These events include: Hospitality Fashion Challenge-Design in a Box, Summer Social with a Twist, Product Runway, Regional Golf Tournaments, NEWH trade shows, Leadership Conference and any others a specific chapter or national needs us to help develop or promote.
 - Assist with promoting NEWH and providing access to hospitality ownership groups via participation in conferences targeting these groups i.e. ALIS, NYU Investment Conference and the Lodging Conference.
- Hospitality Fashion Challenge: Design in a Box, sponsored by NEWH Ambassadors Michelle Finn, HMG and Deborah Herman, Fabric Innovation.
- We attended, exhibited or sponsored other industry events such as the American Lodging Investment Summit (ALIS), BITAC, BD|west, AHLA's Legislative Action Summit (D.C.), Drinks by Design Cocktail Reception, Honolulu, HI sponsored by NEWH and HMG (explored possibilities for an NEWH chapter in the region) and HD Expo.
 - We co-developed "Power Players: Women Leaders in Hospitality" sponsored by NEWH and AHLA/WIL (Women in Lodging).
 - We helped develop Orange County & San Diego Regional Groups' Hospitality Fashion Challenge-Design in a Box, in conjunction with BD|west.
 - We supported industry student scholarships; NEWH Ambassador, Deborah Herman, Fabric Innovation pledged a 3 year commitment of a \$10,000 award given to a Cornell or NYU student and presented at HD's Platinum Circle Award's event in conjunction with the IHMR/BD|ny trade fairs.

STEPS TO ACHIEVE GOALS

- Attend NEWH events i.e. regional shows, Product Runway, special events and other industry events i.e. American Lodging Investment Summit (ALIS), Cornell Innovation Network, Lodging Conference, BD|ny, BD|west, HD Expo, HD Americas, BITAC events, Boutique Lifestyle and Lodging Symposium, NYU Investment Conference and Hospitality Equity and Lenders Perspectives to provide NEWH with unique perspectives and opportunities.
- Continue to promote membership in all and every avenues available. Promote what NEWH can do for its members.
- Meet with chapter presidents and programming chairs to offer guidance on "best practices" and growth opportunities.

LONG TERM GOALS FOR THIS POSITION

- To enrich the scholarship funds for all chapters. This is help fundraising to new and exciting levels.
- To outreach to membership possibilities including hospitality owners, educators, students etc.
- To help identify business opportunities for NEWH

YEAR TO DATE REVIEW

- We attended, exhibited and promoted NEWH events such as the regional shows in Los Angeles, Washington D.C. and Atlanta; special events: Orange County & San Diego Regional Groups

2014 (JUNE- DECEMBER)

- We plan to attend, sponsor (or exhibit at) the following industry events: NY Investment Conference (June), Cornell Icon Awards (June), NeoCon (June), Toronto Golf Outing, International Society of Hospitality Consultants Annual Conference (fall) Lodging Conference (October), HICAP (October), BLLA Annual Conference (September), Gold Key Awards & Event, HD Platinum Circle Awards Event, IHMR/ BDNY (November), and the Cornell Innovation Network.
- We plan to attend the following NEWH regional shows: Denver and Houston Regional shows:
- We will promote NEWH, Inc. and Local Chapters with events as needed.
- We will promote (and assist with the development of the Leadership Conference)
- Assist with exploration of a chapter in Honolulu; promote NEWH in the region and leverage our relationships for increased awareness of NEWH in the region.
- We will leverage our relationships on the hospitality ownership side of our business for increased awareness of NEWH and participation in NEWH events/programs.

NEWH OFFICE

STAFF

2014 BOARDS

Board Position Changes – If your board has any changes to its board members, please be sure to alert the NEWH office if a board member steps down, or if your board appoints a new board member. It is imperative we know so their member record is updated and they 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 calls per discipline has taken place. The participation rate is running about 15-20% of those invited. 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 – 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.

MEMBERSHIP

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

Most important: Stay in contact 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!

New Members - At your events, be sure you introduce any new members who have joined since the 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.

EVENTS

Programming Events: Quality vs. Quantity - Show member benefit for your events – look at quality vs. quantity events. Instead of struggling putting on an event every month – look to schedule a few less events for the year but very high quality events. Look at the event – is this an event you don't want to miss, or is it more of a casual networking event that may not be as beneficial to you? Focus on what your members are going to be attracted to, especially venues – whether it's a newly opened or remodeled hotel, new restaurants, etc. Invite those involved in the project to speak. To qualify for a programming event, the event must have an educational aspect. Did you have a speaker, a panel discussion, a tour – did industry mem-

bers find your event informative and educational? You just held a programming event.

Programming Cost: Cost of programs should be kept as low as possible. Goal is to cover cost of event but when planning events keep venue and food cost in mind. It is important for members as well as non-members to be able to afford to attend these events.

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.

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

Sponsorships- For fundraising events especially it is great to allow NEWH Corporate Partners first chance at sponsorship. Please email the sponsorship list and 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.

Leadership Conference Update - The leadership conference is scheduled for January 22-24, 2015 in Dallas. If you have any ideas or something you particularly enjoyed in the last conference, let Leigh know. They are looking for an outstanding keynote speaker – if you have contacts or ideas, please contact Leigh. (leighmitchell@mza-usa.com)

We are looking for chapter involvement – specifically help from all scholarship directors. At the Leadership Conference, we are planning a special lunch ceremony for scholarship recipients. We are asking chapters to capture (video) their individual reception when they are giving away their chapter scholarships. We would like to put all these together in one video to show at the LC.

Over 400 attendees are expected and we would definitely like to get owners to attend, especially to invite them to participate in the owner's roundtable, which is a forum to really have that time in front of different owners. It's all about learning what people are doing across the country.

Make sure your chapter is budgeting for people to attend the conference – as well as scholarship recipients.

The LC is open to members and non-members (you do not have to be on a chapter board or an NEWH member to attend).

BOARD TRAINING

In house Board Training- Please see the list of board training to see if your chapter is up for a in house board training or webinar. For those with in house board training coming up please start looking at schedules starting in October. Typically the next year boards are set by end of September so therefore any time in October or after works well for board training. With many industry events 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. They are a 7 hour time period and can be held on a weekend or during the week.

FINANCE

First Enterprise Bank - All Chapters are now on board ☺

1. Membership Dues reimbursements will be a transfer to each Chapter
2. Event reimbursements will be a transfer to each Chapter
3. 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)
4. GoPayment readers are available
 - a. Please make sure **BOTH memo fields are filled out** – alleviates unidentified funds
 - b. If you have having issues, please call and we will walk you through the process
 - c. Funds processed will be transferred after the event has occurred and we receive notification from the Chapter that NO REFUNDS are needed.

QuickBooks Online

1. Keep the chart of accounts as compact as possible (memo fields should be used to identify each event – not subaccounts)
2. When a check is hand written, please make sure you enter the information into QuickBooks right way. Then there is less likely to have a missed item. IF you are unsure to what account it needs to be applied, please call or email (julie.buntrock@newh.org or julie.hartmann@newh.org) and we will help you.
3. Deposits –
 - a. If you are sending the deposit to Inc., please make sure there is NO CASH in the envelope. We suggest having 2 people count the money and either write out a personal check or get a cashier's check.
 - b. If the Chapter is making their own deposit (mailing to the bank), make copies of checks sent for your backup. Once you have the deposit slip written, enter the information into QuickBooks right away.
4. IF a Chapter would more information on how to utilize QuickBooks to the fullest, please contact the Inc – we are always here to help.

Miscellaneous

1. Chapter may not have a credit or debit card
2. Membership Dues are ONLY to be collected by NEWH, Inc.
3. Forms (reimbursement, check requests, results of activity reports, etc.) can be found on the website under Board Resources
4. Credit Card Processing via NEWH, Inc. Office - if you are not swiping a card but sending credit card slips to the NEWH office for processing, THESE MUST BE SENT TO THE NEWH OFFICE **WITHIN SEVEN (7) DAYS OF THE EVENT**. This expedites the reimbursement process to the chapter.
5. Certificate of Insurance is available for liability coverage and must be requested 10 days in advance pre-event from NEWH, Inc.
6. Scholarship checks must be made payable to the college and sent to the college; can never be given or made payable to a student.
7. Prior to fundraising or raffle activity, check your local and state laws and regulations.
8. **Results of Activity Reports (Programming and Fundraising Events):** Must be returned to Julie Buntrock or Julie Hartmann within 45 days of the event date. See Events for more information.

We look forward to chatting with you on the next conference call – Bring your questions!

JUST A REMINDER, THE NEWH, INC. BY-LAWS ARE TO NEWH WHAT THE U.S. CONSTITUTION IS TO THE AMERICAN CITIZEN – THEY WILL NOT BE CHANGED TO BENEFIT A FEW. ANY REQUESTED CHANGE MUST BE REVIEWED BY THE NEWH, INC. EXECUTIVE COMMITTEE AND THE NEWH ATTORNEY BEFORE IT IS PUT BEFORE THE MEMBERSHIP FOR A VOTE.

CHAPTER REPORTS

ARIZONA

chartered May 5, 1995

Mary Blanchard, delegates

MEMBERSHIP (Susan Jones)

Our membership has grown over the last few years and we feel strongly that we can continue to grow the NEWH/Arizona chapter in 2014. We had a great turnout at our membership drive on February 12th at Terroir Wine Bar in Scottsdale, AZ.

PROGRAMMING (Crissy Knight)

The Arizona Chapter is off to a great start of events for 2014:

- We kicked off 2014 with our annual Membership Drive at Terroir in Scottsdale
 - Sundowner at Taco Guild in Phoenix
 - Upcoming event for April is a CEU featuring Douglas Fabrics
- 2014 will be a great year for the rapidly growing NEWH/Arizona Chapter. Crissy Knight begins her 2nd year in this position. We plan to host many other events throughout the year such as sundowners and hotel tours. We also plan to expand our event line-up to promote membership and raise student and member attendance with some new events including a tour of Wrigley Mansion, Scholarship Lunch, CEUs, and Sundowners.

SCHOLARSHIP (Kim King)

The NEWH/Arizona chapter was pleased to give away \$8,000.00 in scholarships this year, an increase of \$2,200.00 over 2013!! Scott Hegstad and Diane Berg travelled to Flagstaff on Friday to award our annual scholarship to the NAU Foundation and College of Business.

- NAU Foundation/NAU College of Business
- Donald Larson - Scottsdale Community College - Interior Design
- Roberta Benforte - ASU - Tourism Development and Management
- Bobbie Marquez - Southwest University of Visual Arts, New Mexico - Interior Design
- Alisia Magdalena - NAU - Hotel and Restaurant Management
- Martha Gutierrez - NAU - Hotel and Restaurant Management
- Chelsey Hacker - Scottsdale Community College - Culinary Nu-

trition

FUNDRAISING (Kristin Wolfe)

2014 will be a great year for the rapidly growing NEWH/Arizona Chapter. Kristin Wolfe begins her 2nd year in this position. We plan to host our 9th annual Bowl-A-Thon again in the fall. We are excited about our new fundraising event, our first Golf Tournament on Thursday, April 24. We have met our participation goal and feel we are in a good position for raising money for our scholarship fund.

OTHER CHAPTER HIGHLIGHTS

Community Service (Kathy Griffiths)

Arizona Chapter's 2014 Community Service Projects

- On February 8th members of the Arizona Chapter volunteered at the Parada del Sol Parade and Fun Run, working at the registration table, announcer's table and beer garden. Parada del Sol is a non-profit corporation that provides financial and volunteer support to charities that provide health care, resources and community programs that benefit the underserved. Great fun was had by all!
- On April 5th members of the Arizona Chapter came together to support several charities at an Aid Station for the El Tour de Mesa cycling event in Mesa, AZ. El Tour de Mesa cyclists raise money for five different charities: Uphill Into the Wind, Phoenix Children's Hospital, Winded Foundation, Esophageal Cancer Action Network and Leukemia & Lymphoma Society. Chapter members spent 3 to 4 hours at an aid station on the 72 mile route handing out water and snacks to the cyclists. Everyone had a great time and vowed to be back again next year.

ISSUES THAT YOUR CHAPTER WOULD LIKE HELP WITH

- NEWH INC needs to clear financial transactions more quickly so chapter treasurer can have an accurate monthly report.
- Communications from INC sometimes has a tone that is very disturbing to the volunteers at the chapter level.

ATLANTA

chartered October 16, 1990

Jennifer Loux, delegate

MEMBERSHIP

1. Membership is continuing to see an increase with 39 new members in February.
2. Our director, Erica Coursey, is planning to host quarterly member only events particularly to welcome new members and returnees.
3. There are plans to host a Membership tour/networking event at a local brewery in May.
4. There will also be another membership drive at our Regional Tradeshow in April.

PROGRAMMING

1. The Programming event of the year was held at Preserving Place in February. Local firm, Square Feet Studio, designed the space. There was an educational element in that everyone in attendance learned the benefits of canning and preserving food. The group learned how to preserve Meyer lemons. The event also focuses on sustainability and healthy eating. A presentation on sustainable tile products was also featured.
2. The Programming Committee is now focusing on our next big

event, which is our annual Bowling Tournament in June. This year the event will be a Fundraiser so planning duties will be shared between Programming and Fundraising. The theme for this year will be 'Color Me Bowled'. Each team will be assigned a Pantone Color and they will have to use their creativity and dress head to toe in that color. Prizes will be awarded for most creative, etc.

3. There will be a second annual Summer Tour Series featuring three different properties in Atlanta that are newly built or renovated by local design firms. Those will include both Hotel and Restaurant properties.

SCHOLARSHIP

1. We hosted our Scholarship Awards Gala on March 27th at the FOX Theatre in Downtown Atlanta. All the tables were sold out and the event was a huge success.
2. The committee led by Stacy Costa and Jennifer Wellman achieved 100% of their budget goals.
3. The event was marketed heavily on our chapter Facebook page as well as through email blasts sent out by INC.

4. Judges for the awards were a collection of local leaders in the hospitality industry.
5. Six students were selected to attending UT of Chattanooga, GA State, UGA, and SCAD as the scholarship winners this year (approx. \$17,600 to be awarded) included is one culinary scholarship.
6. Christine Kennicott Louw Scholarship will be awarded for the first time this year. We will award \$3,000 a year from this additional scholarship for the next 4 years.

FUNDRAISING

- Our chapter does not have a Fundraising Director this year however, Jennifer Loux and Stacy Costa are stepping in to team up with Programming and plan the Bowling event in June and the Golf Tournament in October. Both will be Fundraising events for 2014.

OTHER CHAPTER HIGHLIGHTS

1. There will be a Tradeshow Afterparty again this year planned by

Past President Meghan Bazemore and her committee.

2. Paula Calli, our chapter Community Service Director, plans to work with Sustainability Director (Cathy Mansour) and committee chairs to tie community service into events like After Trade Show Party and Bowling.
 - a. Try to implement 4 to 5 community services a year.
 - b. The projects in consideration are;
 - i. Project Night Light
 - ii. Food Drive
 - iii. Dress for Success
 - iv. Habitat for Humanity
 - v. Blanket drive
3. Our Director of Sustainability, Cathy Mansour, has been steadily working on the Sustainability initiative and has created a Sustainable committee of three, written a mission statement and received approval from Dina Benton. Sustainability will be incorporated into every NEWH/Atlanta Chapter event.

ATLANTIC CITY

chartered September 9, 2008

Kristin O'Bara, delegate

NO REPORT SUBMITTED

CHICAGO

chartered August 12, 1991

Kristofer Moore & Andrea Sims, delegates

MEMBERSHIP

Membership has been on the upswing, with each month averaging several new members approved into the Chicago chapter. We have also seen an increase in student member applications due to the board's recent visits to local colleges to share the message of NEWH.

PROGRAMMING

Programming kicked off the year with its first event on April 2nd with a small student-networking event. Katie Popp with American Hotel Register was the guest speaker. The students who attended found it very informative and the board has discussed replicating these smaller events more often throughout the year. The next big Programming event will be our Summer Social, which will be held on July 24th from 6-9pm. The location this year will be the roof-deck at the new Godfrey Hotel. The Programming committee's goal is to send out a save the date Mid May with sponsors listed on the invite.

SCHOLARSHIP

The board voted at our last meeting that we would be sending our largest scholarship winner this year to the 2015 NEWH Leadership Conference. Scholarship Applications were due on April

15th We plan to meet the second week of June to review the scholarships and plan how they are awarded.

FUNDRAISING

Our Fundraising Committee is in full gear preparing for the Annual King Pin Bowling tournament next week on April 24th. It's looking to be a sell-out event this year! 13-16 student members are already registered to attend. We plan to disperse them amongst the lanes so that they are well supported in the event and have the chance to meet and network!

OTHER CHAPTER HIGHLIGHTS

Our Sustainability Committee has been working hard to develop concepts for some great events this year. We are working on a group boat tour with USGBC and IIDA as a possible event, as well as an event at City Farm to donate our time and learn about what they do, and a tour of the Rivers Casino in June to highlight and review its lead certification.

ISSUES THAT YOUR CHAPTER WOULD LIKE HELP WITH

We encourage all board members to attend each of the discipline calls so that we gain knowledge and ideas in sharing.

DALLAS

chartered August 12, 1991

Kate Grubb & Ron McDaniel, delegates

MEMBERSHIP

As of March 31, 2014, we currently have 485 active members. A committee has been formed to reach out and work on members whose dues have lapsed. This committee continues to prove to be successful in getting members back on board. The annual Rodeo Bowl was a huge success with (?) members signed up that night. We had well over 200 participants and took up all 30 lanes. NEWH Corporate Sponsors and Rodeo Bowl event sponsors were recognized via personal announcements and streaming images

of logos and product on the screens above the bowling lanes.

PROGRAMMING

The Mambo Mondays for the Dallas chapter changed venues to Social House for 2014. This change was due in part because this event has out grown the previous location of Komali Restaurant. The tour of Trinity Groves was the most attended programming event to date. Trinity Groves is a 15-acre restaurant, retail, artist and entertainment destination located at the base of the new Margaret Hunt Hill Bridge in West Dallas. For a complete listing

of the remaining programming events and tours, visit the Dallas chapter page and click on 2014 Calendar of Events. Once again, From the Heart is teaming up with Programming for 2014 as well. A canned food drive was held at the Mambo Monday in February. From the Heart will be leading our NEWH Service Project in April as well as our School Supply Drive in September and our annual Toy Drive in December.

SCHOLARSHIP

The Dallas chapter is so pleased to be awarding \$30,000.00 to twelve lucky student recipients for 2014 in amounts ranging from \$5,000.00 to \$750.00. The scholarship committee met for two evenings in April to interview students and designate funding. The scholarship dinner will be hosted at the Room on Main in downtown Dallas on June 12th. Scholarship director and chair, Leslie Geiger and Roger Mathis, are busy wrapping up the final details.

HOUSTON

chartered February 17, 1992

Christi Griffin, delegate

NO REPORT SUBMITTED

LAS VEGAS

chartered March 26, 1991

Tina Palardy & Mary Beth Powell, delegates

NO REPORT SUBMITTED

LOS ANGELES FOUNDING CHAPTER

founded October 1984

Cinnamon Alvarez Finken, Jonathan Kaler & Molly Prusmack delegates

MEMBERSHIP

1. We held our first membership meeting and introduction of the 2014 board in February. Ann Sacks and Kohler hosted the event. We played a "Connect Four" game and gave away the following fabulous prizes:
 - a. A \$300 cash courtesy of Chella Textiles
 - b. A free trip to attend the coverings show in Las Vegas courtesy of Coverings
 - c. 2 free LA Founding Chapter MembershipAttendance was fantastic – over 130 people in attendance!
2. A bowling Membership Drive and Shoe Design Contest are in the works for June.

PROGRAMMING

1. The year got off to a great start with accolades on our Regional Trade show in January and great membership/meet the board meeting in February.
2. Our main focus is to host enjoyable quality meetings, rather than push to have something every single month just for the sake of having an event.
3. Below is our calendar for the remainder of the year:
APRIL 22nd: Gensler Office CEU by Eggrock
MAY 29th: DILA Showroom- Game Night
JUNE 19th: Santa Monica Bowling Membership Drive
JULY: HOTEL TOUR –Location to be announced

NEW ENGLAND REGIONAL

(chartered November 4, 1992)

Kevin Hancock, Steering Committee Chair

PROGRAMMING

- GOAL: minimum of 4 events

FUNDRAISING

The date for the Fourth annual NEWH Life of Design Scholarship Fundraising event has been set for October 16, 2014. The Fundraising Director and Chair have formed a committee to divide up the various tasks which need to be accomplished in order to ensure Life of Design continues to be a great success for the Dallas Chapter. This year's Life of Design Kick-Off Party will be by "invitation only" to include Design Teams and Design Team Sponsors.

OTHER CHAPTER HIGHLIGHTS

Marketing Initiative – The Marketing Committee has been responsible to make sure all NEWH Dallas Chapter events are promoted, marketed and branded accordingly. The NEWH Dallas blog and Facebook page continue to be a vital tool for communicating chapter events and successes and are continually updated.

AUGUST: HOTEL TOUR – Location to be announced

SEPTEMBER: No Event

OCTOBER 18th: Community Service Day with Habitat for Humanity

NOVEMBER- No Event

DECEMBER 6th- Annual Gala and Scholarship Awards

SCHOLARSHIP

1. Scholarship Packets have already gone out to our schools
2. Our new student rep and former scholarship recipient Taryn Bone has joined our board as student rep. With her help, we plan to visit schools to promote our chapter of NEWH and our Scholarships.

FUNDRAISING

1. Thanks to the success of our regional trade show, we have already added to our Scholarship account.
2. Our annual Gala is scheduled for December at The Mark, a fantastic venue on Pico in Los Angeles.

OTHER CHAPTER HIGHLIGHTS

1. Our Programming Director, Sara Walker just shared that she has been promoted and she is expecting. We are thrilled for her.

ISSUES THAT YOUR CHAPTER WOULD LIKE HELP WITH

1. Involvement of Members – how to get our members involved?
2. How to retain memberships?

- Under us to an extraordinary 2013!!

NEW YORK

chartered July 23, 1991

Alicia Cannon & William Stuart, delegates

MEMBERSHIP

We welcomed Sherry Dennis of Stonehill & Taylor as the VP of Membership, and it is up since January by about 20 members, to reach 430. Toasty Tuesday attendance continues to be stellar and is one of the principal draws to offset the cost of annual membership. We are launching a more in-depth follow up with attendees to help continue to increase membership

PROGRAMMING

Toasty Tuesday's continue to be a great industry event and we have three more planned for the second quarter of 2014. We are working on new fall event to alternate with our bi-annual Product Runway that also incorporates a design competition. Pam Pasake continues to run monthly lunches as well. We have two CEU's planned for later this year.

SCHOLARSHIP

We were able to award 6 scholarships totalling \$30,000 last year and had a great event at the SICIS showroom in SoHo. We hope to be able to improve upon this number this year and have pushed back the deadline to September in order to attract more applications.

FUNDRAISING

Product Runway 2013 was our flagship event for fundraising, but as it is bi-annual, we are developing a new event this fall, hoping to make up for its absence in 2014. We are considering another design competition format, but with the goal of reducing the amount of work that would go into it in order to encourage broad participation. We also will be hosting the HD-NEWH Owner's Roundtable, which helped raise \$17,000 last year, and we have some great new additions to the guest list, which should help us meet or beat this for 2014!

OTHER CHAPTER HIGHLIGHTS

We've got a really great new board bringing on some key NY players from design firms, purchasing agencies and suppliers. Some new additions to the team are Debbi King from Carroll Adams, Ari Grazi from Indiewalls, Lauren Ritter from Global Allies, Giancarlo Tramonozzi from Morali Architecture, Jamie Lobovic from John Celli, Lena Lim from B+N Industries, Nicolle Neely from Hans Krug and Sherry Dennis from Stonehill & Taylor

ISSUES THAT YOUR CHAPTER WOULD LIKE HELP WITH

We have reached out to Dallas Chapter to discuss some of the logistics of their Life of Design event and hope they can help us guide our launch of our new event this fall.

NORTH CAROLINA REGIONAL

Karen Appert, Steering Committee Chair

MEMBERSHIP

1. We have 137 members as of April 2014, 72 are student members (comparative numbers from April 2013 — 44 members, only 2 student members).
2. We still have mostly manufacturers and sales reps. as members, and we increased our student membership to 72, due to the promotion of our scholarship award.
3. We would like to build membership to include designers, purchasing cos. and hoteliers. We are working on strategies for events that will attract all groups, to make participation in NEWH NC more attractive to new and current members.

PROGRAMMING

1. Our first event of the year was the April 8 NEWH NC Hospitality Designer Day at High Point Market, which encouraged hospitality designers, purchasers and hoteliers to visit NEWH member manufacturer showrooms that sell to both the hospitality and residential markets. The day wasn't very well attended and we're researching whether the event is of value to designers in this region.
2. Our group had planned to host this event once a year. Once we get feedback from sponsors, designers and NEWH NC members, we'll decide whether to do it again next year.
2. We'd like to plan hotel tours in Charlotte, Raleigh and the Greensboro area to keep our visibility up in the region and since we've developed a good mailing list.

SCHOLARSHIP

1. We had 17 scholarship applications submitted from five different North Carolina schools. Our first \$2500 scholarship was awarded to Ashley Luke, a junior in Interior Design at High Point University.
2. We plan to contact the schools that didn't have students submit applications, to generate additional interest from students that may be eligible for future scholarships.
3. We are considering asking our manufacturer members if they would contribute to a vendor scholarship for our group, so we could award more than one scholarship to students.

FUNDRAISING

1. Once we establish regularly attended events, we would like to create sponsorship levels for the year to help fund our events.
2. We'd eventually like to provide events that are more than networking (e.g. educational, lunch included, CEU, etc.) and charge non-members to attend these events. No other fundraising plans at this time.

ISSUES THAT YOUR CHAPTER WOULD LIKE HELP WITH

1. Suggestions for adding hospitality designers, purchasers and hoteliers to our membership.
2. Suggestions for getting more volunteers help from our membership.

NORTH CENTRAL

Chartered December 11, 2000

Brittany Johnson & Matthew Murray, delegates

MEMBERSHIP

We are looking forward to our Membership drive this in two

weeks. We also feel that the calibre of programming this year is going to reinforce the value of membership. Should be a year for

growth!

PROGRAMMING

Spring 2014

Jan 16th: Happy Hour – Moto-i Sake Brew Pub

Held in the Ramen Room, American Olean sponsored our first Networking Happy Hour of the year. A very enjoyable evening and we met lots of new friends of NEWH North Central.

Feb 20th: Speed Mentoring- Fluid Interiors

Postponed to March 20th due to weather- See Scholarship notes below for the event recap.

March 20th: Hard Hat Tour & Happy Hour – Schmidt Artist Lofts followed by Pazzaluna

Postponed to April 1st for the Speed Mentoring reschedule.

This event was sold out and AMAZING! The tour group enjoyed seeing part of the project that is complete, the Bottling Plant, and the larger portion, the Brew House was still under various levels of construction. It was wonderful to tour such an amazing project with so many levels of intricacy. The Happy Hour following at Pazzaluna was great, such hospitality in our Capital City, St Paul MN.

Upcoming:

May 1st: Membership Drive- Memory Lanes Bowling

50's themed bowling event with costume contests and prizes for new members. We have found a new venue this year which will help significantly on the costs to the chapter. This event is also fully sponsored by our wonderful vendors, Surface Quest, Inn Fashion, Hospitality Interior Resources, Howard Parker & Assoc. and John Bagley.

May 22nd: Portfolio Roundtable – Target Commercial Interiors

Back for its second year! This is the portfolio roundtable where design students bring their in-progress portfolios for review by professionals. There will be a competition component this year; our sponsors have selected gift cards as prizes for our portfolio competition winners. We are also adding an interview component this year, the finalists will interview in front of the panel for the grand prize.

August 18th: Annual Fundraiser – Brits Pub Lawn Bowling

As one of our chapter's longest running annual events, this one is sure to be a success. This year we are adding a new component, Blank Canvas – Textile Design Competition, this is a design competition mostly for professionals to design a textile, and the prizes for this competition are turning up the volume on value to our members!

FUNDRAISING

We are fully sponsored for the year. We will continue to seek smaller sponsors for our Networking Happy Hours but all of the big sponsorships for the year are covered! We are also continuing to pair Fundraising and Membership efforts with the Chapter Business Members.

OTHER CHAPTER HIGHLIGHTS

Scholarship- After having to postpone due to weather on our original scheduled date of Feb 20th, We had 20 students and 14 professionals attend (ranging from firm owners, designer, to vendor reps) Speed Mentoring on March 20th. Jill Ouradnik and Piece Design Resources sponsored the Event, with a small side sponsorship from MDC. We started the night with "happy hour" and mingling, then general NEWH announcements and announced our 2013 Scholarship Winners – Anthony Wocken-Architecture-NDSU, Fuji Vang-Culinary Arts-Le Cordon Bleu and Ashley Ochiagha-Interior Design-U of M. Ashley was the only one able to attend and receive her certificate in person. We have shipped certificates to the other two recipients.

We then commenced the event by having professionals stay stationary at stations throughout the Fluid Showroom and had students divide into pairs to start the Speed Mentoring. Students then rotated stations, following our handy circulation diagram, every 10 minutes. By the end of the night student were able to meet and discuss with six different professionals. The event flew by in a flash, but everyone who attended had a great experience and had positive feedback. We feel this is a valuable event for our students to be able to network with industry professionals in an intimate setting and learn more about what it means to pursue a career in this industry.

NORTHWEST

chartered March 23, 1995

Stephanie Deshaies & Vanessa Vaughan, delegates

PRESIDENT - Katie Howell

The 2014 calendar year has started out with a bang. As a board, we set some pretty high goals to meet and are right on track. At the beginning of the year we took a hard look at what was working and what hasn't over the last few years. We made some changes and got quite a few fresh faces on board and reenergized the meetings. We are focusing on being ahead of schedule in planning and sponsorship for all events as well as putting a large focus on student awareness to raise our applicant numbers for scholarship. Coming up we have a hotel tour in Portland, an industry-wide walk for our JANUS et Cie local reps daughter who is currently fighting leukemia and our 3rd annual Savor Uncorked fundraiser at Pike Place Market. We are very excited for the upcoming few months of events as I think this may be our best year yet!

PAST PRESIDENT - Shayne Bratz

Our last few presidents have either become pregnant, moved out of state, or done both. I did neither of those things, so now I'm the first "Past President" our board has had in the past several years. Honestly, I'm not 100% sure of what my role is this early in the game, but I am lucky enough to have the guidance of a wily veteran executive advisor in front of me and the privilege of supporting

an amazing president (who will probably be the best one yet) behind me. I'm seriously amazed by the talent and ability of our board and it keeps getting better every year. We've met both our financial and strategic goals the past two years. This year some of our main goals are to develop a legitimate social media presence, significantly increase our student outreach & scholarship promotions, and raise our Education Professional membership numbers. With a heavy influx of new young talent this year, I'm excited to see our board not just meet, but surpass these goals for 2014. And with the increased interest and involvement of our membership base in serving on committees this year, it makes recruiting for the future pretty easy. And for the record, we don't serve cool aid at our events, and we don't even have to sucker people into volunteering - they actually WANT to. It's a beautiful thing

VICE PRESIDENT / ADMIIN - Vanessa Vaughn

Our 2014 chapter is off to a great start with strong financials, boosted by the success of our October 2013 trade show. Our upcoming programming promises more proceeds in the coming year and our chapter has been in the black on all recent events and endeavors. One of my goals as VP admin this year is to help stream-

line the use of quick books to get better and more understandable data on our financials. I met with our treasurer Jennifer Hayden to review how quickbooks is used and our goal is to work with inc to tweak the system so that entries better correlate to our event and annual budget income and expenditures. With bigger financial goals than ever, it is important that the data generated from our accounting system is clear and correct so this will be an ongoing project for 2014.

VICE PRESIDENT / DEVELOPMENT - Stephanie Deshaies

As VP of Development it is my responsibility to communicate with the chairs and make sure they have the tools and resources they need to be successful in their role. Since joining the Board in 2010 it has been my goal to help streamline the programming process toward more successful outcomes. We have made an effort to increase the planning time for each program and ensure that the program is appropriately sponsored so that we can accomplish our fundraising goals.

I am proud to say that we are hitting the mark on so many levels. We have an incredibly dedicated team serving this Board and I believe that we are moving in a terrific direction to grow the Chapter. I am proud to contribute the Northwest Chapter of NEWH.

TREASURER - Jennifer Hayden

This year, as acting treasure for the Northwest Chapter, duties include managing and monitoring our chapter's Quickbooks, continuing use and management of the Intuit scanner and assisting with finances/reimbursements for Events and Programming.

Goals for this year are to establish a system to better record and invoice sponsors through the use of Quickbooks. The program is customizable to each chapters needs, so by establishing a better understanding for the program and its capabilities, we hope to use it to its fullest extent. Ideally, we would like to see if the system can issue invoices to sponsors and track moneys promised to better insure payments. It's a work in progress.

So far, from a financial outlook at what Programming is putting together for 2014, this looks to be a very successful and exciting year for the NW Chapter.

PROGRAMMING - Audrey deFilippis

As NEWH Northwest Programming Director I would like to report on the status of our local chapters programming/event efforts.

On January 30th, we hosted our first event of the year, the annual membership drive. This was a bowling event at The Garage in Seattle. This was a very successful and fun event. We reserved a private area of the venue with 6 bowling lanes and 2 pool tables. We had 60 people in attendance with 10 sponsor companies for the event. We signed up 10 new NEWH members that evening.

On April 24th, we will be hosting a tour of the newly renovated Sentinel Hotel in Portland. This hotel, previously the Governor hotel was recently renovated and reopened as the Sentinel. The evening will include a tour of the hotel, appetizers and drinks. A discounted rate will be offered to those traveling to attend the event. This is a very successful event with full sponsorship. It is sold out event with around 80 members and non-members attending.

Our largest event of the year will be the Savor Uncorked event. This will be taking place on July 24th at the Pike's Place Market Atrium. This is a signature location within Seattle, right in the heart of the market. The event will be a multi-course meal with wine pairings. We will be inviting guest speakers in the hospitality industry in addition to offering a small private chef demonstration (in the display kitchen) to our top tier ticket holders prior to the venue opening to the public. We will also include a raffle/silent auction fundraiser along with some additional games (ie. wine toss) will the goal of increased fundraising. Our end of the year events will include two hotel tours in the fall, one in Seattle and one in Portland. These are our member appreciations

events. Portland is tentatively scheduled for September 18th. Seattle is tentatively scheduled for November 6th. The locations are still being finalized. We will be hosting our 7th Annual Scholarship and Honor Awards at the end of November. The date and location are still under discussion.

FUNDRAISING - Sophia Nguyen

As the fundraising director it is my job to coordinate and plan fundraising events that raise money for student scholarships in the hospitality design industry. The idea is to collaborate with the local community and engage all disciplines of our industry – from reps, to designers, to ownership groups – and together to host an event that is fun and everyone walks away feeling good about investing in the future and giving back to their community. We do a couple of hotel tours and other events throughout the year. However the main fundraising event is the "Savor Uncorked" dinner event that occurs annually around late July. I am personally excited to be a part of the NEWH NW Chapter Board and serving as the fundraising director as the prior board has set some really good bones to our fundraising program. I am motivated to assist in growing the program and defining future goals to making our events "bigger and better."

PUBLIC RELATIONS - Renee Herron

On behalf of the NEWH NW Chapter, I'm very happy to report some great accomplishments in our PR efforts this quarter.

Firstly, our PR, Publications/Graphics and Web Communications Chairs have formed a great team and have sufficiently delegated which tasks each handle directly, while working to support one another in their roles.

Secondly and specific to the PR Chair duties of getting our Chapter published in the NEWH Magazine and forming relationships with local press, we are proud to say that the NW Chapter was highlighted 5 times in the Spring Issue of NEWH Magazine. Thank you for including our submissions! 4 mentions in the "Who's Who" section, including promotions of Paige Nelson, a new hire at Design9 Group, announcement of Guild13's relocation, and 2 new projects completed by DDA. Additionally, our Board Members were featured in the "On the Scene" section, showing their Seahawk Pride!

We are gathering new news and updates from the Chapter representatives for our next submission for the Summer Issue and hope to receive the same coverage, if not more!

As for local partnerships, we submitted to IIDA's local publication to share our news, but can certainly improve these efforts to other local publications as well. We will make an effort to do so throughout the remainder of the year.

PUBLICATIONS / GRAPHICS - Katy Clark

Publications/Graphics. I mostly work with the other board members to help create any graphics that they may need to support their cause, as well as all the promotional graphics required for any events.

I took initiative to set up a private Facebook Group of all our Board Members, specifically to target cutting down on dreaded "Reply All" email chains that can really bog down work days and work emails. Our hope and intent of this group is to provide a fast, innovative channel for all board members to discuss menial tasks or topics, that might not necessarily be formal enough to warrant an email. A board member just simply has to post within the Group, and ALL board members instantly see it, as well as any follow up posts on the thread. If it's a topic that you have an interest or opinion about, and you post, you will forever be notified when that thread is added to. We hope that it will eventually become the preferred method for us to be more connected and to establish higher levels of communication and hopefully less oversight of key dates and plot points of important events. It's a tool that any Board can set up and use, and as Board Members change, it remains extremely fluid. Any member can add new members, and if you are no longer a member, you can simply

and quickly remove yourself from the group.

WEB COMMUNICATIONS - Kelly Strand

Started Twitter, Instagram for chapter

More social savvy

Reach out to the design community about activities, promotions, new members, events, etc.

Keep Inc. informed of chapter happenings to post on website

STRATEGIC ALLIANCE - Ginny Combs and Amy Chandler (Co-chairs)

Strengthen relationship with Portland and affiliated design organizations to increase NEWH awareness in the community. Working on a fall hotel tour in Portland and pushing for increasing attendance with IIDA thirsty Thursday's in Seattle.

MEMBERSHIP - Karen Rains

The membership team has been very active in the first quarter of 2014. We kicked off the year with our annual bowling membership drive and signed up 9 new designers! We have also been adding both manufacturer's representatives and students to our chapter at a great rate. We continue to actively market NEWH to the local design schools - both in-person presentations to classes and emails to educators keeping them abreast of chapter activities as well as our monthly happy hours. Regular follow-up with annual dues reminders is keeping attrition extremely low.

SCHOLARSHIP - Cheri Bargaen

This past year of 2013, the NEWH Northwest chapter awarded the following scholarships;

Amin Shayegan – Seattle Central Community College

Culinary Arts Major

Awarded \$3000

Gail Cole – Clover Park Technical College

Interior Design program

Awarded \$3000

Sativa Jaeger – Art Institute of Portland

Interior Design program

Awarded \$1000.00

Our Honors Awards night where these scholarships were given away was held on December 12th at the Seattle Pentel Showroom location. The event was well attended and each scholarship recipients unique story was shared and they were warmly welcomed by our board and chapter members.

Community Service - Erica Lange

This quarter has been a busy one for Community Service and NEWH NW! In January, we partnered with Warmth for Paws. Warmth for Paws collects carpet samples and delivers them to animal shelters, so shelter dogs don't have to sleep on cold concrete floors. By March, we

had collected enough carpets from area design firms that no longer needed them that the Warmth for Paws team told us to hold off on carpet sample donations because they had enough! We look forward to helping them out when the need arises in the future.

In February, we partnered with ASID and IIDA to organize a fundraising walk for Sam Mellick. Sam's mom, Bobbi Mellick, is an NEWH member and long time member of the NW design community as a rep for JANUS et cie. Sam is currently receiving treatment at Seattle Children's Hospital for a rare form of leukemia. The *Walk for Sam* will be held May 8th and we hope to raise \$5,000 for the Mellick family to help with the costs associated with Sam's treatment.

Education - Catherine Weisenburger

As a new graduate, I joined the NEWH community last year after starting work for my firm. Impressed with the dedication of the NEWH board in our community with events and scholarship fundraising, I decided to join the board to network, learn and help with scholarship outreach. I joined the board as the education chair, assisting the scholarship director and lending advice on how to attract students. I have helped market our scholarship opportunities to schools around the Northwest, and I plan on visiting nearby colleges to talk about the NEWH organization and how students can get involved. There is a world of opportunities that NEWH can offer, and it is my goal to share these with students and future NEWH members.

SECRETARY - Paige Nelson

I am very excited to have been a part of the PacNor chapter for over a year now, NEWH has been a vital part of developing client relationships and understanding the hospitality industry at a deeper level. I am also enthused about NEWH expanding to Hawaii and looking forward to attending their future events. I was able to meet with some of the Hawaii chapter board members while in Honolulu which gave us the opportunity to discuss successful events and fundraisers. They are looking forward to contacting the PacNor chapter for questions or advice in the future.

EXECUTIVE ADVISOR - Stephanie Ellis-Carmody

I've been proud to service on our Northwest board for many years now, taking on the Executive Advisor role for the last 4 years. My position is purely to help support and guide our new board members through their role and duties, while educating on our chapter's past to ensure continued board success. I'm very proud of our 2014 board's energy and dedication to provide our design community with outstanding events that continue to increase our membership and status as 'THE networking design association' for hospitality. We are focused on growing a presence down in Portland were this year we are holding TWO hotel tours, as well as providing Seattle with a wide range of successful events that bring value to our membership and industry supporters.

ROCKY MOUNTAIN

chartered December 3, 1991

, delegate

NO REPORT SUBMITTED

ORANGE COUNTY REGIONAL

(chartered 1988)

Christine Wasmer, Steering Committee Chair

MEMBERSHIP

1. As of April 2nd, 2014 Orange County Region has a total of 65 members: 25-student, 27-general, 8-education, 1-business, 2-business courtesy, and 2-honorary.
2. New members: 3-general, 1-faculty, 4-student, 1-business. New members receive a welcome email with information

about the NEWH website and our upcoming group events.

3. Past members: 11-general, 1-student.

Past members receive a friendly renewal notice via email and phone, reminding them of the value of membership.

4. The goal remains to increase membership.

PROGRAMMING

1. Sponsors for our networking mixers of 2014:
 - a. Gold: Alger Triton
 - b. Silver: Innovations, Stone Source
 - c. Bronze: Daltile, Quiltcraft, Spec Ceramics, Koverton
2. Past Events of 2014:
 - a. February Wine Down Wednesday networking mixer at Red Table Restaurant, Huntington Beach
 - b. March Fashion Challenge/Runway at BDwest - auction raised \$15,000 for Orange County and San Diego Regions
3. Upcoming Events of 2014:
 - a. April 30th Wine Down Wednesday networking mixer at The Cannery, Newport Beach
 - b. June 12th Signature Event - Wine Tasting at Shorebreak Hotel, Huntington Beach
 - c. Sponsors: American Contract Seating, Worldwide Draperies, Dreamtex International
 - d. August 14th (TBC) networking mixer at Red O Restaurant, Fashion Island, Newport Beach
 - e. September 18th Signature Event - Newport Harbor Cruise
 - f. November 6th Scholarship Event - date and venue to be confirmed.

SCHOLARSHIP

1. The goal is to increase awareness of and participation in NEWH scholarship opportunities within the Orange County Regional Chapter.
2. Activities include:

- a. Developing a contact list for all local schools with hospitality industry related fields of study.
- b. Teaming up with the membership committee chair to visit the schools and inform students and faculty about the benefits of joining NEWH and the scholarship opportunities available to students.
- c. Providing school contacts with scholarship application packages in August 2014.
- e. Coordinating with the programs chair to get sponsors for the chapter scholarship event, and providing program input for the awards event in November 2014.
- f. Reviewing all scholarship applications with the steering committee and select awardees from eligible applicant pool.
- h. Developing an improved plan for 2015 scholarship based on 2014 lessons learned by December 2014.

Accomplishments include:

1. Updated initial contact list for all schools with current faculty contacts and created an email group to facilitate communication.
2. Reached out to school contacts to set up dates in May for school visits promoting NEWH membership and information session on scholarship applications.
3. Forwarded scholarship notices from INC for nationwide scholarships.

SAN FRANCISCO BAY AREA

chartered June 1, 2010

Debra Calkins & Jill Schmitz, delegates

MEMBERSHIP

We continue to have strong quality members. Grand Total number is 180 with 111 voting members.

PROGRAMMING

1. January: To kick off the year we thanked our 2013 board and introduced our 2014 board with an event at the Janus et Cie showroom.
2. February: Artist Ira Yeager gave a lecture on the Life of a Bay Area Figurative Painter at the Shotwell Street Studio.
3. March: We changed things up a bit with a Food Truck Soiree at the SOMA Street Food Park where a rented school bus served as our meeting space.
4. April: Will feature our Third Annual Earth Day Event; this year it will be at Airbnb where the attendees will learn about their sustainable practices while we enjoy a farm to table dinner.

SCHOLARSHIP

Last year we presented three \$4,000 scholarships to very deserving and talented students. This year we plan to also give out three

\$4,000 scholarships.

FUNDRAISING

We are hard at work planning our 5th Annual Wine by Design fundraiser which will be on 10/11/14 this year. The second stop is almost solidified and the committee is combing the wine country trying to find the perfect space for the morning stop. Attendance should be roughly the same as last year with 171 seats on the buses. We sold out last year and we believe this year will be no different.

OTHER CHAPTER HIGHLIGHTS

Our Chapter is honored to be one of the Sustainable pilot chapters. We always strive to be as close to zero waste as possible at all of our events and welcome the challenge to take it even further this year.

ISSUES THAT YOUR CHAPTER WOULD LIKE HELP WITH

We continue to struggle with a low number of scholarship applicants. Last year we were fortunate to have three very impressive recipients but we did not have a large pool to choose from.

SOUTH FLORIDA

chartered October 2, 2003

Monica Fuentes, delegate

NO REPORT SUBMITTED

SUNSHINE

chartered September 1996

Teddi Powers & Lora Spran, delegates

The Sunshine Chapter had a wonderful start to the New Year.

On February 5, we had our annual membership drive, reaching out to new community members and welcoming back valued mem-

bers. We were honored to have two dynamic speakers: Trisha Poole our NEWH Inc. President spoke about the history of NEWH, and Thomas Hutchison, founder of Legacy Hotel Advisors and CEO of

CNL Hotels and Resorts shared his extraordinary history and experiences. The chapter gave away a iPad Mini to one member that signed up that evening. We had over 100 attendees and as a result from the drive and we increased our membership by over 10%.

On March 1, 15 of our members took time out of their weekend to partner with Habitat for Humanity to help re-build a home for an underprivileged family. Our volunteers spent several hours removing nails, windows, doors and knocking down walls and had a blast while doing it. They were even fortunate enough to meet the future homeowner, an injured veteran with 5 children who now serves as a youth minister. It was a great way to give back to our community. Our chapter hopes to continue volunteering on these builds in the future and will look to hold another build at a later date this year.

As a part of our March 5 Sundowner, the programing committee and sustainable committee partnered up with two of our chapter member vendors to give two separate CEU classes. It was a free event for members and a paid event for non-members.

Our monthly Sundowners in both Orlando and Tampa have been very successful the first quarter of the year. We have been seeing an increase in attendance from the beginning of the year. Many new faces have been joining us to learn more about NEWH. In Tampa, we relocated our venue to the Hard Rock Tampa, which

was a very good move and as a result, doubled our attendance. Our Tampa members have really been benefiting from the sun-downer events. In Orlando, we rotate venues every quarter to give members opportunity from other parts of town the added convenience to attend and it has paid off. The April sundowner had over 60 attendees.

We have several upcoming events that we are working very hard in the planning phase. April 17 is our annual Corporate 5K event in Downtown Orlando. The Sunshine Chapter puts together a team each year, along with over 15,000 runners and walkers from over 700 companies, non-profit organizations and 200+ CEOs. We are incorporating our Sustainable Earth Day event with the 5K as we are donating fabric samples to local schools. On May 1 is our annual Scholarship dinner. This is always the most rewarding event of the year. Pam Niemann of Niemann Interiors will be speaking as well as Chaise Bishop, one of our 2013 NEWH Scholarship Recipient. The chapter is planning on giving out over \$8,000 in scholarships. Our major fundraiser this year is Disco Bowling on Thursday, June 26th. We also have a Sustainability event coming up on October 8th and for any students looking to get involved, we have our Magical FF&E Bus Tour Student Event on Saturday, September 10th.

TORONTO

chartered November 18, 2004

Tara Witt, delegate

MEMBERSHIP

Our General Membership category has shrunk by two members. The board has divided up the list of overdue members and we have assigned everyone a part of the list to follow up for renewals. Our cohesive programming calendar and positive feedback from our first three events is sure to result in some new members, or at least increase future event attendance.

PROGRAMMING

Our Liss Gallery event (December 2013) featured a scavenger hunt, and the success of this event was a clear indication that our members respond well to interaction at our events. We have kept that in mind with our 2014 events, and have had a student networking night, a brewery tour, and a chair design competition. All events were very successful with great feedback. We find that when we increase the interaction level, it is also more likely that we will attract new non-member attendees, which will directly affect our new membership levels.

SCHOLARSHIP

1. Annual scholarship packets have been sent out to the schools, and we are in the process of planning our 10th anniversary gala and combining this with our scholarship presentations in

October.

2. Our first supplier scholarship (Symmons Smart Scholarship) was awarded to Erica Killam of The Pratt Institute. We are looking forward to presenting the award at HD Las Vegas.

FUNDRAISING

We have started advertising for our annual golf tournament, as well as sourcing silent auction items, sponsors, and foursomes. Our goal is to make the event enticing for businesses to purchase foursomes, and in turn, hope that they bring more 'decision-makers' (designers, purchasers, etc.) within their foursomes. We want to avoid attendance being too supplier heavy to ensure the best networking experience.

ISSUES THAT YOUR CHAPTER WOULD LIKE HELP WITH

We are working on defining every board member's positions more clearly, and make sure that everyone is filling their roles and coming to meetings prepared. This will result in more concise and effective meetings. We would like different board members to step up in a committee member role to support other positions. We are hoping that this will prevent a more even distribution of responsibilities, and encourage a 'team player' attitude about volunteering on the board.

UNITED KINGDOM

chartered June 12, 2002

, delegate

NO REPORT SUBMITTED

VANCOUVER REGIONAL

Chris Kitteridge, steering committee chair

MEMBERSHIP

Vancouver Regional presently has 153 members. 112 Students, 12 chapter business's, 4 associate members and 32 voting members.

PROGRAMMING

We recently hosted our first sundowner of the year with approximately 100 in attendance. Next event will be at the Fairmont Wa-

terfront Hotel on June 5 (Summer Design Event) followed by an August 21 Sundowner and our final NEWH Winter Scholarship Gala on November 6.

SCHOLARSHIP

Presently working on this, more to be announced soon.

FUNDRAISING

We have historically been successful in raising funds for our

events.

OTHER CHAPTER HIGHLIGHTS

Our events are well attended and genuinely well liked by all. They are known as the “fun” events in the design community!

ISSUES THAT YOUR CHAPTER WOULD LIKE HELP WITH

No issues presently.

WASHINGTON DC METROPOLITAN

chartered November 6, 1992

Valerie Coleman & Melinda Peck, delegates

ADDENDA

MOTION TO APPROVE MINUTES

Date: May 13, 2014

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 APPOINT

Date: May 13, 2014

Motion Number: 2

I, Julia Davis, moves to appoint Tara Mastrelli to the position of VP/Marketing. She will serve out the standard term for that position.

Motion seconded by: _____

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

MOTION TO ALTER NEWH BOARD STRUCTURE

Date: May 13, 2014

Motion Number: 3

I, Julia Davis, make a motion to add the position of Director/Mentoring to the NEWH, Inc. Board of Director.

Motion seconded by: _____

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

MOTION TO APPOINT

Date: May 13, 2014

Motion Number: 4

I, Julia Davis, move to appoint Sandy Banks to the position of Director/Mentoring. She will serve out the standard term for Directors.

Motion seconded by: _____

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

MOTION TO ADJORN

Date: May 13, 2014

Motion Number: 5

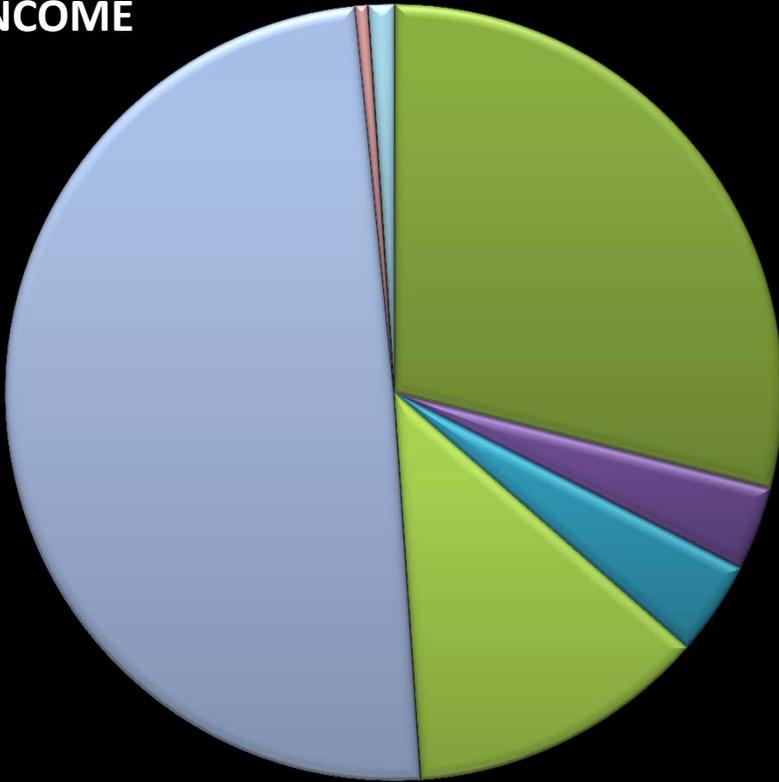
I, _____, move that the meeting be adjourned.

Motion seconded by: _____

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

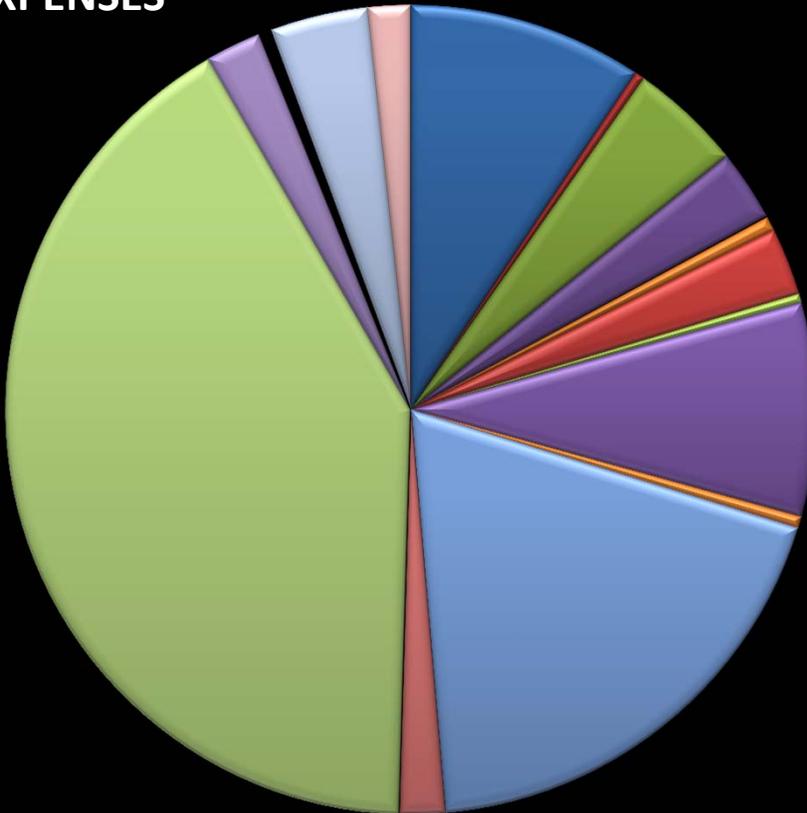
WHERE DOES IT COME FROM
AND WHERE DOES IT GO

INCOME



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

EXPENSES



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

SCHOLARSHIP ACCOUNT ANALYSIS

Restricted Membership Donations		
2010	\$ 698.00	Transferred into scholarship account
2011	215.00	Transferred into scholarship account
2012	410.00	Transferred into scholarship account
2013	610.00	Transferred into scholarship account
2014	12.00	Transferred into scholarship account
Sustainable Scholarship		
<u>Income</u>		
2010	\$ 6,666.66	JLF/lone meadow contribution
	<u>6,666.67</u>	Designstex contribution
	\$ 13,333.33	
<u>Expenses</u>		
	\$ 347.78	Awards
	10,000.00	Scholarship grants
	<u>980.40</u>	Travel
	\$ 11,328.18	
<i>Excess funds transferred into scholarship account</i>	<u>\$ 2,005.15</u>	
<u>Income</u>		
2011	\$ 6,666.67	JLF/lone meadow contribution
	<u>6,666.67</u>	Designstex contribution
	\$ 13,333.34	
<u>Expenses</u>		
	\$ 353.51	Awards
	10.29	Postage
	10,000.00	Scholarship grants
	<u>688.80</u>	Travel
	\$ 11,052.60	
<i>Excess funds transferred into scholarship account</i>	<u>\$ 2,280.74</u>	
<u>Income</u>		
2012	\$ 6,666.67	JLF/lone meadow contribution
	<u>6,666.66</u>	Valley Forge contribution
	\$ 13,333.33	
<u>Expenses</u>		
	\$ 438.52	Awards
	15,000.00	Scholarship grants
	<u>818.20</u>	Travel
	\$ 16,256.72	
<i>Shortage of funds</i>	<u>\$ (2,923.39)</u>	
<u>Income</u>		
2013	\$ 6,666.66	JLF/lone meadow contribution
	<u>6,666.67</u>	Valley Forge contribution
	\$ 13,333.33	
<u>Expenses</u>		
	\$ 366.65	Awards
	368.75	Graphic Design
	20.78	Postage
	111.76	Printing
	10,000.00	Scholarship grants
	1,372.41	Travel
	<u>53.74</u>	Website
	\$ 12,294.09	
<i>Excess funds transferred into scholarship account</i>	<u>\$ 1,039.24</u>	
<u>Income</u>		
2014	\$ 7,000.00	Crypton Fabrics
	<u>6,666.67</u>	Valley Forge contribution
	\$ 13,666.67	
<u>Expenses</u>		
	\$ 353.77	Awards
		- Graphic Design
		- Postage
		- Printing

		10,000.00	Scholarship grants
		1,474.84	Travel
		-	Website
		<u>\$ 11,828.61</u>	
<i>Excess funds transferred into scholarship account</i>		<u>\$ 1,838.06</u>	
ICON Scholarship			
	2010	\$ 500.00	Unilight contribution transferred into scholarship account
	2011	2,500.00	Maya Romanoff contribution transferred into scholarship account
Income			
	2010	\$ 14,564.12	Judy Dobin Tribute Book
Expenses			
		\$ 185.47	Awards
		12,000.00	Scholarship grants
		1,534.94	Travel
		<u>\$ 13,720.41</u>	
<i>Excess funds transferred into scholarship account</i>		<u>\$ 843.71</u>	
Income			
	2011	\$ 9,946.45	Harvey Nudelman Tribute Book
Expenses			
		\$ 176.88	Awards
		8,500.00	Scholarship grants
		2,720.05	Travel
		<u>\$ 11,396.93</u>	
<i>Shortage of funds</i>		<u>\$ (1,450.48)</u>	
Income			
	2012	\$ 1,100.00	Herbert Kohler Tribute Book
Expenses			
		\$ 391.79	Awards
		1,075.90	Graphic Design
		71.01	Postage
		2,133.05	Printing
		8,500.00	Scholarship grants
		1,278.39	Travel
		<u>\$ 13,450.14</u>	
<i>Shortage of funds</i>		<u>\$ (12,350.14)</u>	
Income			
	2013	\$ -	Ray Anderson Tribute Book
Expenses			
		\$ 276.88	Awards
		350.00	Graphic Design
		55.55	Postage
		200.00	Press Release
		1,975.86	Printing
		8,500.00	Scholarship grants
		1,545.80	Travel
		<u>\$ 12,904.09</u>	
<i>Shortage of funds</i>		<u>\$ (12,904.09)</u>	
Income			
	2014	\$ -	Bob Thomas Tribute Book
Expenses			
		\$ -	Awards
		-	Graphic Design
		-	Postage
		-	Press Release
		-	Printing
		-	Scholarship grants
		225.00	Travel
		<u>\$ 225.00</u>	
<i>Shortage of funds</i>		<u>\$ (225.00)</u>	
Vendor Scholarship			
Income			
	2010	\$ 3,000.00	Fabricut Contract/S. Harris contribution

<u>Expenses</u>				
		\$	173.89	Awards
			3,000.00	Scholarship grants
			<u>3,173.89</u>	
<i>Shortage of funds</i>		\$	<u>(173.89)</u>	
<u>Income</u>				
	2011	\$	3,000.00	Fabricut Contract/S. Harris contribution
<u>Expenses</u>				
		\$	176.76	Awards
			3,000.00	Scholarship grants
			<u>3,176.76</u>	
<i>Shortage of funds</i>		\$	<u>(176.76)</u>	
<u>Income</u>				
	2012	\$	3,000.00	Fabricut Contract/S. Harris contribution
<u>Expenses</u>				
		\$	175.42	Awards
			3,000.00	Scholarship grants
			<u>3,175.42</u>	
<i>Shortage of funds</i>		\$	<u>(175.42)</u>	
<u>Income</u>				
	2013	\$	3,000.00	Fabricut Contract/S. Harris contribution
			10,000.00	Fabric Innovations
			5,000.00	Symmons
		\$	<u>18,000.00</u>	
<u>Expenses</u>				
		\$	370.42	Awards
			13,000.00	Scholarship grants
			773.60	Travel
			<u>14,144.02</u>	
<i>Excess funds transferred into scholarship account</i>		\$	<u>3,855.98</u>	
<u>Income</u>				
	2014	\$	3,000.00	Fabricut Contract/S. Harris contribution
<u>Expenses</u>				
		\$	366.65	Awards
			3,000.00	Scholarship grants
			1,281.50	Travel
			<u>4,648.15</u>	
<i>Shortage of funds</i>		\$	<u>(1,648.15)</u>	
Interest Income				
	2010	\$	307.59	General Interest
			595.52	CD Interest transferred into scholarship account
	2011	\$	260.49	General Interest
			596.02	CD Interest transferred into scholarship account
	2012	\$	152.44	General Interest
			345.91	CD Interest transferred into scholarship account
	2013	\$	601.62	General Interest
			166.63	CD Interest transferred into scholarship account
	2014	\$	174.52	General Interest
			32.33	CD Interest transferred into scholarship account
Fundraising Proceeds				
	2011	\$	2,964.80	Auction proceeds transferred into scholarship account
	2012	\$	8,334.82	Auction proceeds transferred into scholarship account
	2013	\$	4,557.09	Auction proceeds/chapter 20% transferred into scholarship account
	2014	\$	4,337.62	Auction proceeds/chapter 20% transferred into scholarship account

NEWH SCHOLARSHIP SCHOOLS

Academy of Art University	\$5,500.00	Fashion Institute of Technology	\$34,000.00
Albuquerque Technical Vocational Institute	\$1,000.00	Florida Atlantic University	\$1,000.00
Alexandria Technical College	\$1,500.00	Florida Culinary Institute	\$1,000.00
Algonquin College	\$1,000.00	Florida International University	\$49,000.00
American College for the Applied Arts	\$20,350.00	Florida Metropolitan University	\$2,250.00
American College of Business	\$7,000.00	Florida State University	\$51,250.00
American Intercontinental University	\$9,500.00	Fullerton Community College	\$1,000.00
Anne Arundel Community College	\$3,000.00	Georgia Institute of Technology	\$4,350.00
Arapahoe Community College	\$2,500.00	Georgia Southern University	\$34,250.00
Arizona Culinary Institute	\$500.00	Georgia State University	\$16,000.00
Arizona State University	\$10,350.00	Glendale Community College	\$2,350.00
Art Center College of Design	\$28,050.00	Gnomon School of Visual Effects	\$1,250.00
Atlanta Intercontinental University	\$2,000.00	Golden Gate University	\$2,500.00
Auburn University	\$7,000.00	Gwinnett Technical College	\$600.00
Austin Community College	\$2,000.00	Harrington College of Design	\$46,750.00
Baylor University	\$1,000.00	High Point University	\$2,500.00
Bellevue College	\$5,500.00	Houston Community College	\$4,000.00
Berkeley College	\$1,500.00	Hudson County Community College/Culinary Arts	\$3,500.00
Berry College	\$9,000.00	Humber College	\$6,000.00
Boston University	\$6,500.00	Illinois Institute of Art - Chicago	\$9,000.00
Brenau University	\$3,000.00	Illinois Institute of Art - Schaumburg	\$9,000.00
Brigham Young University	\$2,000.00	Illinois State University	\$5,000.00
Brooks College	\$10,000.00	Indiana State University - Terre Haute	\$2,000.00
Brown College	\$3,000.00	Interior Designers Institute	\$25,100.00
Buffalo State College	\$9,000.00	International Academy of Design & Technology	\$47,500.00
California College of the Arts	\$1,000.00	International Academy of Merchandising/Design	\$5,000.00
California School of Culinary Arts	\$10,000.00	International College of Hospitality	\$2,000.00
California State Polytechnic University - Pomona	\$163,750.00	Iowa State University	\$3,500.00
California State Polytechnic University - San Luis Obispo	\$2,000.00	ITT Technical Institute	\$5,000.00
California State University - Long Beach	\$63,000.00	Ivy Tech State College	\$3,000.00
California State University - Northridge	\$14,500.00	Johnson & Wales University	\$17,650.00
Canisius College	\$4,500.00	Kansas State University	\$9,700.00
Central New Mexico Community College	\$3,500.00	Kendall College	\$7,000.00
Central Washington University	\$1,000.00	Kent State University	\$3,000.00
Chattahoochee Technical College	\$1,000.00	Kingwood College	\$1,500.00
Cheyney University	\$2,000.00	Kwantlen Polytechnic University	\$7,000.00
Cincinnati State Technical and Community College	\$250.00	L'Academie de Cuisine	\$22,300.00
Clarkson University	\$2,000.00	Lake Washington Technical College	\$1,000.00
Clover Park Technical College	\$3,000.00	Le Cordon Bleu College of Culinary Arts	\$33,000.00
College of DuPage	\$1,000.00	Lexington College	\$6,500.00
College of Southern Nevada	\$25,254.92	Lincoln College of New England	\$2,000.00
Colorado Institute of Art	\$1,400.00	Lincoln College of Technology	\$500.00
Colorado State University	\$48,900.00	Lincoln Culinary Institute	\$4,500.00
Columbia College	\$19,000.00	Long Beach City College	\$6,850.00
Contra Costa College	\$6,000.00	Los Angeles TradeTech College	\$13,500.00
Corcoran College of Art & Design	\$6,000.00	Louisiana State University	\$6,750.00
Cornell University	\$64,500.00	Lynn University	\$2,500.00
Cornish School of Arts	\$2,000.00	Marriott Hospitality Charter	\$1,800.00
Culinard	\$500.00	Maryland Institute College of Art	\$5,500.00
Culinary Institute LeNotre	\$1,000.00	Marymount College	\$5,500.00
Culinary Institute of America	\$48,000.00	Marymount University	\$26,000.00
Dakota County Technical College	\$2,000.00	Mercyhurst College	\$14,500.00
Delaware School of Hotel Management	\$2,000.00	Mesa Community College	\$250.00
DePaul University	\$3,500.00	Metropolitan State College of Denver	\$4,400.00
Design Institute of San Diego	\$12,500.00	Miami Dade College	\$4,000.00
Drexel University	\$34,500.00	Miami International University of Art & Design	\$7,000.00
East Carolina University	\$5,000.00	Miami University	\$8,000.00
East Los Angeles College	\$2,000.00	Michigan State University	\$6,000.00
Eastern Michigan University	\$3,500.00	Monroe Community College	\$20,500.00
El Centro College	\$20,000.00	Montgomery College	\$45,800.00
Endicott College	\$2,000.00	Mount Ida College	\$1,000.00
Everest University	\$500.00	Mt. San Antonio College	\$1,600.00
Fairleigh Dickenson University	\$8,000.00	NCIDQ	\$3,125.00
Fanshawe College	\$4,000.00	Nesbitt College of Design Arts	\$2,000.00
Fashion Institute of Design & Merchandising	\$18,200.00	New England Culinary Institute	\$500.00

New England Institute of Technology	\$1,000.00	State University of New York - Morrisville	\$12,500.00
New England School of Art & Design	\$2,250.00	Stephen F. Austin State University	\$6,500.00
New Mexico State University	\$3,000.00	Swiss Hospitality Institute	\$2,000.00
New School of Architecture	\$1,000.00	Syracuse University	\$14,000.00
New York City College of Technology	\$15,000.00	Teikyo Post University	\$2,000.00
New York Institute of Technology	\$26,000.00	Texas Christian University	\$36,300.00
New York School of Interior Design	\$15,000.00	Texas State Technical College	\$1,500.00
New York University	\$44,500.00	Texas Tech University	\$5,000.00
Niagara College	\$4,500.00	The Art Center Design College	\$1,500.00
Niagara University	\$20,500.00	The Art Institute of Atlanta	\$28,400.00
North Dakota State University	\$3,000.00	The Art Institute of California - Hollywood	\$5,000.00
Northern Arizona University	\$56,300.00	The Art Institute of California - Los Angeles	\$18,500.00
Northern Virginia Community College	\$8,600.00	The Art Institute of California - Orange County	\$3,000.00
Norwalk Community Technical College	\$4,000.00	The Art Institute of Colorado	\$10,000.00
Oklahoma State University	\$5,000.00	The Art Institute of Dallas	\$47,800.00
Old Dominion University	\$1,500.00	The Art Institute of Fort Lauderdale	\$6,000.00
Orange Coast College	\$12,500.00	The Art Institute of Houston	\$38,000.00
Orlando Culinary Academy	\$2,000.00	The Art Institute of Las Vegas	\$94,500.00
Otis College of Art & Design	\$8,000.00	The Art Institute of Phoenix	\$2,000.00
Oxnard College	\$13,000.00	The Art Institute of Portland	\$1,000.00
Palm Beach Community College	\$2,500.00	The Art Institute of Seattle	\$17,100.00
Paul Smith's College	\$20,500.00	The Art Institute of Tampa	\$1,500.00
Pennsylvania College of Technology	\$2,000.00	The Catholic University of America	\$5,000.00
Pennsylvania State University	\$2,000.00	The City College of New York	\$4,000.00
Philadelphia University	\$5,000.00	The Culinary Institute of America	\$12,500.00
Phoenix College	\$1,000.00	The Fifteen Foundation	\$2,500.00
Pikes Peak Community College	\$4,000.00	The George Washington University	\$62,300.00
Pima Community College	\$1,000.00	The University of New Mexico	\$1,000.00
Pratt Institute	\$12,500.00	University of Alabama	\$1,250.00
Purdue University	\$13,500.00	University of Arizona	\$1,000.00
Radford University	\$1,500.00	University of Arkansas	\$200.00
Rhode Island School of Design	\$1,650.00	University of California - Berkeley	\$2,000.00
Ringling School of Art and Design	\$17,750.00	University of California - Davis	\$3,000.00
Rochester Institute of Technology	\$17,000.00	University of California - Los Angeles	\$68,730.00
Rockland Community College	\$2,000.00	University of Central Florida	\$6,000.00
Rocky Mountain College of Art & Design	\$2,500.00	University of Central Oklahoma	\$2,500.00
Roosevelt University - Manfred Steinfeld School	\$5,000.00	University of Cincinnati	\$36,000.00
Rosen College of Hospitality Management	\$4,500.00	University of Delaware	\$3,000.00
Royal College of Art	\$30,286.88	University of Denver	\$5,000.00
Ryerson University	\$29,500.00	University of Florida	\$58,000.00
Saddleback College	\$3,500.00	University of Georgia	\$59,880.00
Sam Houston State University	\$250.00	University of Guelph	\$12,513.00
San Diego State University	\$3,000.00	University of Houston	\$45,500.00
San Francisco State University	\$6,500.00	University of Illinois - Chicago	\$500.00
San Jacinto College - Central	\$500.00	University of Kansas	\$1,200.00
Santa Barbara City College	\$1,000.00	University of Kentucky	\$9,500.00
Savannah College of Art and Design	\$55,750.00	University of Maryland	\$5,000.00
Schenectady County Community College	\$1,000.00	University of Massachusetts	\$4,500.00
School of Visual Arts	\$5,000.00	University of Memphis	\$5,750.00
Scott Community College	\$2,000.00	University of Minnesota	\$14,500.00
Scottsdale Community College	\$19,300.00	University of Missouri	\$9,000.00
Seattle Central Community College	\$3,000.00	University of Nevada - Las Vegas	\$148,650.00
Seattle Culinary Academy	\$1,500.00	University of New Hampshire	\$2,750.00
Seattle Pacific University	\$2,400.00	University of New Haven	\$3,000.00
Seminole State College of Florida	\$4,750.00	University of North Texas	\$70,000.00
Sheridan College	\$4,500.00	University of Oklahoma	\$7,700.00
South Puget Sound Community College	\$1,500.00	University of Phoenix	\$1,500.00
Southern California Institute of Architecture	\$69,000.00	University of San Diego	\$295.00
Southern College of Technology	\$1,000.00	University of San Francisco	\$4,000.00
Southern New Hampshire University	\$3,000.00	University of Southern California	\$19,000.00
Southern Utah University	\$2,000.00	University of Tennessee - Chattanooga	\$11,500.00
Southwest Texas State University	\$500.00	University of Tennessee - Knoxville	\$6,750.00
Southwest University of Visual Arts	\$1,500.00	University of Texas - Arlington	\$20,300.00
St. Louis Community College	\$3,000.00	University of Texas - Austin	\$4,500.00
St. Phillip's College	\$1,000.00	University of Texas - San Antonio	\$4,500.00
State University of New York - Cobleskill	\$4,000.00	University of Utah	\$500.00

University of Washington	\$2,000.00	Virginia State University	\$12,000.00
University of Waterloo	\$2,000.00	Washington State University	\$3,500.00
University of Wisconsin - Stevens Point	\$4,000.00	Watkins College of Art & Design	\$2,500.00
University of Wisconsin - Stout	\$5,500.00	Wentworth Institute	\$2,150.00
Utah State University	\$9,000.00	Western Illinois University	\$3,000.00
Virginia Commonwealth University	\$5,500.00	Widener University	\$16,500.00
Virginia Polytechnic Institute	\$20,000.00	Woodbury University	\$27,500.00
		Miscellaneous	\$23,800.00



**New Scholarship Acceptance Form Addendum
for all scholarship recipients that are required to attend an out of town event.**

(terms and conditions of award, including instructions about travel to/from _____)

(include this as final numbered paragraph, before signature and date line)

3. WAIVER OF LIABILITY AND HOLD HARMLESS AGREEMENT. In consideration for receiving the NEWH Sustainable Hospitality Design Competition Award, including the opportunity to attend in the HD Expo in May 2012 at the Sands Convention Center in Las Vegas, Nevada (“the Event”) with my hotel and airfare paid for by NEWH, Inc., I hereby release, waive, discharge and covenant not to sue NEWH, Inc., its Chapters, affiliates, officers, directors, agents and employees (hereinafter referred to as "releasees") from any and all liability, claims, demands, actions and causes of action whatsoever arising out of or relating to any loss, damage or injury, including death, that may be sustained by me, or to any property belonging to me, whether caused by the negligence of the releasees, or otherwise, while participating in the Event, or while in, on or upon the premises where the Event is being conducted, while in transit to or from the premises, or in any place or places connected with the Event.

Guidelines for Scholarships

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

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

Memorial

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

Vendor

1. Funding to be done by a vendor in their name and to include negotiated costs outlined in item 3.
2. Scholarship to be awarded in their name. Individual can present the scholarship however the Chapter Scholarship Committee reviews and selects the recipient.
3. Determine the venue for the presentation of the scholarship and take into consideration the possibility of transportation, lodging, etc, of the recipient into account when the amount is negotiated with the vendor.

Business

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

Other

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

NEWH INC. SCHOLARSHIP ENDOWMENT GUIDELINES

NEWH Inc. welcomes support from various sectors of the Hospitality Industry in the form of donations to the Scholarship Fund and endowment of individual scholarships. NEWH twenty years

**NEWH INC.
SCHOLARSHIP ENDOWMENT GUIDELINES (continued)**

of experience in awarding scholarship funds to students majoring in hospitality related industries makes it the best source to distribute corporate and individual donations to scholarship. The administrative activity of holding scholarship competitions; press/photo opportunities with the winning students; awards dinners; travel/lodging for students – is often not considered in funding an award. These costs must be considered in all future donations. Below is a guideline for funding a scholarship award or opportunity:

TRADE-SHOW SCHOLARSHIP

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

ICONS OF INDUSTRY-NEWH INC SCHOLARSHIP

1. Must exemplify the highest standards of professionalism
2. Must have completed half the requirements for a degree that will lead to a career in the Hospitality Industry.
3. Must have a minimum of 3.0 GPA
4. Must have participated in an industry internship (*one of the differentiating requirements from the standard chapter scholarship criteria*)

Scholarship Awards:

\$5000 Winner awarded in the fall at major tradeshow in New York

\$3500 Honorable Mention awarded at major tradeshow in spring of the following year

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

SUSTAINABLE DESIGN COMPETITION SCHOLARSHIP AWARD-NEWH INC SCHOLARSHIP

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

Scholarship Awards:

\$5000 Primary Scholarship Award to Undergraduate Student

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

Awards based on panel judges recommendations

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

CHAPTER LEVEL - TRAVELING SCHOLARSHIP

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

NEWH MEMBERSHIP GIFT CARDS



Gift Membership Cards
Now Available!

NEWH, Inc. as an organization will not discount membership to one group over another. This concept was created to help chapters *markdown* membership to certain sectors of their market. The gift card will allow chapters to purchase a membership from NEWH, Inc. for \$75.00 (NEWH, Inc.'s portion of membership dues). Chapters in turn can sell the cards for whatever amount they want. The amount they sell it for staying in the chapter administrative account as their portion of the standard dues.

Example of how the card could work: A vendor could purchase 5 gift cards from a chapter for \$100 each. The vendor could then give those cards to people/customers as gifts. If the chapter's standard dues are \$150, the chapter would be losing \$50.00 per membership. The chapter board would be expected to analyze this loss and how it would affect the chapter's finances.

The customer would go to the URL on the card, pull up a membership application, fill it out and insert the promo card number. Each card will have a different promo card, and a list of the numbers will be kept on file as they are sold and linked with a new membership, the code will not be able to be used more than once. This membership gift is for NEW memberships only.



Regional Tradeshow

		2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	total net profit for NEWH, Inc.	average profit per show
Atlanta	Income							116,255.00		147,740.00				
	Expense							49,558.66		54,100.54				
	Chapter Percentage							26,678.54		37,455.78				
	NEWH, Inc. profit							40,017.80		56,183.68			96,201.48	48,100.74
Dallas	Income	94,000.00		96,290.00		85,591.00		150,620.00		168,010.00				
	Expense	31,769.38		29,046.13		31,515.83		47,482.16		78,400.11				
	Chapter Percentage	24,959.05		25,155.46		21,039.88		41,255.14		35,843.96				
	NEWH, Inc. profit	37,271.57		42,088.41		33,035.29		61,882.70		53,765.93			228,043.90	45,608.78
Chicago	Income								163,395.00		176,487.50			
	Expense								79,647.36		79,738.20			
	Chapter Percentage								33,499.06		38,699.72			
	NEWH, Inc. profit								50,248.58		58,049.58		108,298.16	54,149.08
New York	Income							176,810.00		167,785.00				
	Expenses							79,194.19		78,375.67				
	Chapter Percentage							39,046.32		35,763.73				
	NEWH, Inc. profit							58,569.49		53,645.60			112,215.09	56,107.55
Houston	Income									68,487.50				
	Expense									37,075.39				
	Chapter Percentage									12,564.84				
	NEWH, Inc. Profit									18,847.27			18,847.27	18,847.27
Los Angeles	Income						112,472.50		147,965.00			164,905.00		
	Expense						52,567.12		61,125.30			95,509.83		
	Chapter Percentage						23,962.15		34,735.88			27,758.07		
	NEWH, Inc. profit						35,943.23		52,103.82			41,637.10	129,684.15	43,228.05
North Central	Income					59,351.00			61,890.00		84,432.50			
	Expense					33,943.48			25,648.58		37,492.31			
	Chapter Percentage					10,163.01			14,496.57		18,776.08			
	NEWH, Inc. profit					15,244.51			21,744.85		28,164.11		65,153.47	21,717.82
Northwest	Income				42,197.50		54,120.00		68,090.00		121,495.00			
	Expense				18,510.19		24,749.31		41,506.95		55,024.07			
	Chapter Percentage				9,001.18		11,718.28		10,633.22		26,588.37			
	NEWH, Inc. Profit				14,686.13		17,652.41		15,949.83		39,882.56		88,170.93	22,042.73
Orlando	Income						106,432.00		138,632.00		156,472.50			
	Expense						38,880.01		52,711.71		68,262.88			
	Chapter Percentage						27,020.80		34,368.12		35,283.85			
	NEWH, Inc. Profit						40,531.19		51,552.17		52,925.77		145,009.13	48,336.38
Denver	Income							70,395.00		98,970.00				
	Expense							30,887.01		54,149.13				
	Chapter Percentage							15,803.20		17,928.35				
	NEWH, Inc. Profit							23,704.79		26,892.52			50,597.31	25,298.66
San Francisco	Income										113,460.00			
	Expense										67,454.22			
	Chapter Percentage										18,402.31			
	NEWH, Inc. Profit										27,603.47		27,603.47	27,603.47
Southern Counties	Income		68,396.75											
	Expense		44,664.35											
	Chapter Percentage		9,348.32											
	NEWH, Inc. Profit		23,732.40										23,732.40	23,732.40
Washington DC Metro	Income	69,960.00	61,124.00	81,715.00	104,761.10	112,290.00	120,830.00	149,165.00		147,840.00				
	Expense	31,877.94	36,668.94	33,124.74	41,894.84	40,770.89	50,834.10	59,596.06		70,013.38				
	Chapter Percentage	15,904.89	9,060.94	20,991.40	23,693.71	27,292.41	27,998.36	35,827.58		31,130.65				
	NEWH, Inc. Profit	22,177.17	15,394.12	27,598.86	39,172.55	44,226.70	41,997.54	53,741.36		46,695.97			291,004.27	36,375.53



NEWH INCORPORATING SUSTAINABILITY AS A CORE PRINCIPAL

Why does NEWH need to make this adjustment?

1. Sustainability is an important part of NEWH's Innovation and Growth for the future.
2. Hoteliers know that sustainability is part of what their guests want – Consumer Demand
3. Design, purchasing, and construction professionals need to be educated and proficient in sustainability; able to provide the expertise and resources that their clients are requesting.
4. NEWH as The Premier Network in the Hospitality Industry is perfectly positioned in a leadership role to educate, promote and act as an example to the industry.

NEWH Sustainability Mission Statement

Leading the hospitality industry to promote sustainable education and practices that achieve a balance between People, Planet and Profit.

NEWH Sustainable Plan Goals

1. Benchmark NEWH's sustainable efforts for the office, international tradeshow, board meeting and programs related to Waste, Water, Energy, Purchasing, and Social Impact in 2014.
2. Pilot the Sustainability Event Plan with two chapters in 2014
3. Produce a NEWH Sustainability Report in the 1st quarter of 2015, based on our benchmarking during 2014; report metrics transparently and set goals for improvement

NEWH Sustainable Objectives

1. Utilize remote meetings / conferencing options to minimize excessive travel when possible
2. Offset NEWH's carbon footprint for all official travel
3. Utilize the NEWH Sustainable Event Plan; benchmark our sustainability efforts
4. Sustainable travel criteria will be a consideration in selection of venues and travel choices.
5. Development and Implementation of a green purchasing policy
6. Align the 2015 Sustainability Report with (2) international standards; APEX/ASTM green meetings, and the Global Reporting Initiative (GRI).

NEWH Sustainable Events Plan

"Getting started - Sustainable Event Planning"

Create a plan - identifying your event's sustainability objectives.

- List objectives and what are the key performance indicators to track the success of your plan.
- Create a mission statement
- Identify specific activities (such as a certain percentage of waste diversion) metrics for tracking, outcomes you want to achieve and who is responsible for the end results.

Engage internal stakeholders in supporting your plan. Create a sustainable meeting policy. Ideally, this policy will reflect your internal values of your organization to ensure that is supported by your event efforts.

Engage vendors in supporting your plan. Include language in your RFP process and a contract that includes vendors reporting back to you with the data you need to track your performance. (The first year can be your benchmark year to evaluate and grow in future years).

Track your Performance. Post Event -- ensure accurate reports so you can build on them for future years and use in your site selection process.

Communicate the Results, Celebrate the Success. Quantify your results in human scale terms (amount of \$\$ saved, amount of trees, amount of CO2 kept out of the atmosphere).

CREATE A SUSTAINABLE EVENT COMMITTEE

CREATE A MISSION STATEMENT

Example: NEWH Chapter will focus on creating a socially responsible and sustainable event and benchmarking its efforts for continually improvement in future years.

CREATE A LIST OF OBJECTIVES & ACTIVITIES

- Identify the sustainable event manager (responsible for sustainable objectives) and the contact at the venue that can assist with the sustainability objectives
- Select a Destination & Venue with a cohesive sustainability program in place
- Select a Destination with a high level of transportation connectivity
 - a. Make public transportation available for attendees to organized events
 - b. Electric car rental available and promoted on event website. Charging stations
- Create a sustainable event plan with goals, metrics and report on the outcome
- Engage suppliers and vendors in sustainability efforts
 - a. Communicate the sustainability goals and objectives with venues
 - b. Include sustainability language in communications with venues and vendors
- Engage conference participants in active community service program if appropriate
 - a. For Example: Partner with Clean the World, Feeding America or local schools
 - i. Hygiene kit assemble by attendees
 - ii. Donate left over food to a shelter or food bank
 - iii. Donate unused pens and paper to a local school

NEWH Sustainable Events Plan

- Ask the venue to Benchmark energy consumption associated to your event; including transportation, accommodations, and the venue.
 - a. Place signs in rooms that remind attendees to turn off lights (sponsorship opportunity)
- Report water conservation efforts of the venues.
 - a. Document venue towel reuse program
- Report occupant health and comfort efforts of the venues.
 - a. Engage a no idling policy near the buildings
 - b. Investigate the option of biodiesel buses
- Report sustainable purchasing results against the plan
 - a. Attendees bring water bottles or provide water bottles (sponsorship opportunity). Utilize water bubblers instead of bottled water
 - b. Reporting the percentage of food & beverages locally sources.
 - c. Communicate source to attendees with cards on tables.
- Report waste diversion results from all venues
 - a. Green bags in the guestrooms for recycled materials to be placed.
 - b. Obtain host venues recycling diversion rates
 - c. Donate unused food items; compost what is able to be donated.
 - d. Waste diversion = total waste ÷ amount diverted from landfill
- Communicate the Results

SUGGESTIONS AND IDEAS TO INCORPORATE INTO YOUR NEXT NEWH EVENT:

Select the location based on an evaluation of the venue's environmental policies and discuss the event with the Catering Manager or appropriate personnel.

- Tips for selecting a facility:
 - o Does the facility use Energy Star appliances for energy and food production needs?
 - o Does the facility have a recycling program with bins conveniently located?
 - o Does the facility use Fair Trade coffee and local & organic food?
 - o Is the facility active in community service?
 - o Does the facility offer sustainable event planning options?
 - o Has the building achieved LEED Certification or other Green Certifications?
 - o Does the facility use non-toxic cleaning agents throughout?
- In urban environments, consider a location convenient to public transportation. Encourage ridesharing in advance of event.
- For events requiring individual travel, offer carbon offsets for purchase (www.newh.org has a service through Sustainable Travel International)
Eliminate non-recyclable service ware
 - o Use ceramic or glass that can be washed and reused
 - o If disposable items are required use biodegradable plates, cups, utensils, etc. - preferably bio-based from plant fiber not impacting food production.
 - o If above does not exist, use service ware that can be recycled and have recycling bins available.
 - o Use linens versus pulp-based materials for napkins and table dressings or use tables that don't require use of table cloths and skirts (metallic, wooden or granite top tables for food service.)

NEWH Sustainable Events Plan

- In all cases, seek local suppliers as much as possible.
- If printed materials are required, use both sides of the paper (recycled paper if possible) or paper that can be replanted (paper with seeds) and soy based inks
- Hand out as little paper as possible. Use electronic transmissions, website links, etc.
- If seafood is served, recommend that the caterer use Blue Ocean Institute's Guide to Ocean Friendly Seafood for menu, if possible. Consider local wild catch versus farm-raised seafood in applicable areas.
- Use a menu of locally grown organic foods or, if not organic, seek locally produced foods (within 100 mile radius) and in-season.
- Use local beverage sources, if available. For wines, seek organic wines or sustainably grown.
- Serve condiments in bulk not individual sized packaging.
- Use water coolers or pitchers versus bottled water options.
- Inquire as to whether surplus food can be donated and whether food waste will be composted.
- Encourage facility to take any flowers or plants that might be left over from the event and donate them to a local hospital or charity such as Hospice after the event. Any plants can be replanted in a community garden. Herbs can be used on the table tops and replanted at the facilities garden or in a community garden.
- Avoid elaborate/exotic cut flower arrangements. Use living centerpieces – for breakfast and/or lunch centerpieces use fresh whole fruit, live grass or moss and stone arrangements.
- Any giveaways should be made locally and from sustainable materials.
- In lieu of giveaways consider alternatives like plant a tree for each attendee, or have a sponsor make a donation to a sustainable project or to one of the major environmental NGO's on behalf of each attendee.
- Most Importantly Just "Ask For It". Ask your venue to provide you as much socially and environmentally preferred products and services as possible.

EXAMPLE: SUSTAINABLE EVENT PLAN – VENUES

1. Each venue will appoint an event sustainability committee member to participate in and deliver upon the sustainable event goals and objectives.
Provide the name and contact information on the *attached form*.
2. Each venue will provide to the sustainable event manager a list of their facilities green practices.
3. Each venue will provide a diagram locating electric charging stations on their property.
4. Each venue will communicate the sustainability event letter (*attached*) to associates and vendors, and ensure all understand and agree to participate.
5. Each venue will include the sustainability statement (*attached*) in appropriate communications or contracts with vendors. Provide a copy of the page of the contract highlighting the sustainability statement for each vendor contract.
6. The Host hotel will participate in the Clean the World or equivalent soap recycling program, if applicable.
7. Each venue will benchmark energy consumption associated to the activities for the event; including accommodations, and venue space on the *attached form*.
8. The Host Hotel will place signs in guest rooms that remind attendees to turn off lights when they leave, if applicable.

NEWH Sustainable Events Plan

9. Each venue will report water conservation efforts on the *attached form*.
10. Each venue will report occupant health and comfort efforts (such as no-idling policies) on the *attached form*.
11. Each venue will provide water bubblers instead of bottled water.
12. Each venue will report the percentage of food & beverages locally sources (within 100 miles) on the *attached form*.
13. Each venue will communicate locally sourced food and beverages to attendees with cards on tables, specifying the farm and location and report on *attached form*.
14. Each venue will provide recycling receptacles in all areas of the event and guest rooms, and inform the conference participants of their proper use. *Attach a sample of communication*.
15. Each venue will report their recycling & composting diversion rates (Waste diversion = total waste ÷ amount diverted from landfill) on the *attached form*.
16. Each venue will donate applicable unused food items to Feeding America or equivalent.

SYNTHESIS THE INFORMATION AND COMMUNICATE IT WITH ATTENDEES

Mission

NEWH is focused on creating a socially responsible and sustainable event while benchmarking its efforts for continual improvement in future years.

Information about the Destinations Sustainability efforts

<Example>: The selected Destination, Orlando has a unified sustainability program called Green Destination Orlando, who has brought together non-profit, government, and businesses organizations together focused on improving green practices throughout the hospitality community.

Orlando has excellent transportation connectivity available with centrally located airport, public transportation, shuttles and bus services. Orlando is also a leader in the adoption of electric vehicles with over 350 charging station deployed in the area, and electric rental cars available at the airport.

Sustainable Event Plan

Sustainable goals and metrics are based on the APEX / ASTM Green Meeting Standard venue and accommodation sectors have been developed to provide transparent reporting post event.

Conference attendees, suppliers and vendors will be engaged in the sustainability efforts at every level.

Sustainability goals:

1. Identify s sustainable event manager & green team responsible for implementing the sustainable goals.
2. Select a Destination with a cohesive sustainability program in place
3. Select a Destination with a high level of transportation connectivity
4. Create a sustainable event plan with goals, metrics and report on the outcome
5. Utilize the APEX/ASTM green meeting standards as a metric for performance
6. Engage suppliers and vendors in sustainability efforts
7. Engage conference participants in active community service program

NEWH Sustainable Events Plan

8. Benchmark energy consumption associated to the conference; including transportation, accommodations, and events.
9. Report water conservation efforts of the venues.
10. Report occupant health and comfort efforts of the venues.
11. Report sustainable purchasing results such as percentage of locally sourced food.
12. Report waste diversion results from all venues

Sustainable Event Checklist - Venues

Name _____

Address _____

Website _____

Contact Name _____

Contact Phone _____ Contact Email _____

Date of Submission _____

Venue Square Footage _____

1. Name: _____

2. Contact Information:

a. Phone: _____

b. Email: _____

3. Provide to the sustainable event manager a list of their facilities green practices.

4. Provide a diagram locating electric charging stations on their property.

5. Communicate the sustainability event letter to associates and vendors, and ensure all understand and agree to participate.

6. Include the sustainability statement in appropriate communications or contracts with vendors.

7. The Host Hotel will participate with attendees in the Clean the World soap recycling program.

8. Benchmark energy consumption associated to the activities for the conference; including accommodations and events

9. Event Description: _____

Time Period Pertaining to the event

(Days/Hours) _____

10. Energy Benchmarking

Methodology _____

NEWH Sustainable Events Plan

11. Total Estimated Energy Consumed by Event Activity (kWh, mWh) _____
12. Report water conservation efforts
13. Report occupant health and comfort efforts
14. Provide water bubblers instead of bottled water.
15. Report the percentage of food & beverages locally sourced (within 100 miles)
Total percentage related food sourced locally _____
Total percentage of related beverages sourced locally _____
16. Communicate locally sourced food and beverages to attendees with cards on tables, specifying the farm and location
Food Item #1
Description: _____
Local Source Name: _____
Distance from Venue: _____ miles
Food Item #2
Description: _____
Local Source Name: _____
Distance from Venue: _____ miles
Food Item #3
Description: _____
Local Source Name: _____
Distance from Venue: _____ miles
Beverage Item #1
Description: _____
Local Source Name: _____
Distance from Venue: _____ miles
Beverage Item #2
Description: _____
Local Source Name: _____
Distance from Venue: _____ miles

NEWH Sustainable Events Plan

17. Provide recycling in the meeting space, guest rooms & public areas; inform the conference participants of their use.

Attach a sample of communication.

18. Each venue will report their recycling & composting diversion rates (Waste diversion = total waste ÷ amount diverted from landfill)

Event Description: _____

Time Period Pertaining to event
(Days/Hours)_____

Recyclable diversion percentage_____

Composting diversion percentage_____

Methodology_____

19. Each venue will donate applicable unused food items to Feeding America or equivalent.



MANAGEMENT
MENTORS

Celebrating 25 years!

NORTH AMERICA | EUROPE | AFRICA
617.789.4622

Corporate Mentoring Tips: 7 Habits of Highly Successful Mentors & Mentorees

Two questions people often ask me: **1)** Can anyone be a [mentor](#)? **2)** Can anyone be mentored?

Let me start with the last question. I believe anyone can be mentored *if* the person is open to the concept and is willing to do the work.

Regarding the first question: if someone *wants* to be a mentor, it's possible. Mentoring skills can be learned, developed, and nurtured.

That said, I'd be remiss if I didn't point out that the most effective mentoring relationships take place when the mentors and [mentorees](#) bring certain skill sets to the table. And that's the subject of this month's newsletter.

Use these **7 Habits of Highly Successful Mentors and Mentorees** to identify the perfect candidates in your organization for your existing mentoring program or to show upper management that you have the right mix of people to launch a program.

1. Active Listeners. Active listening takes energy. People who listen actively don't simply sit back and allow words to hit their eardrums. They sit up straight. They take notes. They ask questions. They repeat or "mirror back" what they've heard to ensure they've understood it properly. Active listeners are the ones who provide non-verbal gestures (e.g. eye contact, nodding, etc.) that indicate they're following (or not following) what you're saying.

Why is this habit important? Mentors and mentorees spend much of their relationship talking and listening to one another. Active listening is critical for both parties.

2. Dedicated to Their Success. I'm not suggesting that people should have a myopic view and are dedicated to *only* their own success. What I'm saying is that people who take pride in their work, who want to grow, and who truly care about their career trajectory are assets because of their high expectations.

Why is this habit important? It stands to reason that people who are dedicated to their own career success will want to make the most out of their involvement in the [corporate mentoring program](#). The most effective mentors and mentorees are people who are dedicated to the idea of making their relationship work.

3. Dedicated to Others' Success. I put the "success" habits back to back so that it's clear they work in tandem. The most successful (and happiest) people in life are not in it just for themselves. They care about the organization and the people within that organization and have a genuine desire to see everyone and everything succeed: the company, the employees, and the mentoring program as a whole.

Why is this habit important? People who realize that "it's not all about me" are much more willing to make a genuine investment in the mentoring relationship.

4. Curious. People who are naturally curious tend to follow the "if there's a will, there's a way" philosophy. If they don't know the answer or if they need help with something, they won't sit back and wait; they'll go looking for the answers.

Why is this habit important? I've found that the "curious types" are the ones who'll take the time to read articles on [mentoring best practices](#), listen to tutorials, and seek out help from [Program Managers](#), all of which help in making a successful mentoring relationship.

5. Engaged with their surroundings. These people view their work as more than just a job. They show interest in the industry, in the world around them, in the work that other departments are doing, and in the charitable events associated with their company.

Why is this habit important? Having a "big picture" view of the world allows people to see how the success of their mentoring relationship affects more than just the two people in the relationship.

6. Willing to step out of their comfort zones. These people are willing to try new things, consider new thoughts, and think outside of the proverbial box for the sake of personal and professional growth.

Why is this habit important? Prospective mentors and mentorees who are willing to try something new and give it a "go" will have the best chance at reaping the most benefits from the mentoring relationship.

7. The 3 R's: Responsible, Respectful, & Ready. People who are responsible, respectful, and ready to get started with new projects help make the day-to-day work experience a better one not only for themselves, but also for everyone around them.

Why is this habit important? [Being a mentor](#) or [mentoree](#) requires diligence -- you need to commit to regular meetings (and actually meet), chart progress, and learn to navigate a new relationship (and all the ups and downs) with aplomb.

Are there any other important "habits" that you've noticed from your involvement in corporate mentoring? [I'd love to hear them.](#)

Want to receive more articles like this one? Sign-up above to begin receiving these valuable tips.

© 2014 Management Mentors

Relationship Tips for Mentors and Mentees

Mentor

Guide, advisor, partner, diplomat, pupil

- Listen. Your first task is to determine: (a) what are the strengths and weaknesses of this venture, and do you and the venture agree about the strengths and weaknesses? and (b) what primary challenges does your venture want to focus on in their work with you, and do you agree that this should be the focus of your work together?

From this and ongoing consideration of the above, you can (c) decide together what is the best road map for moving forward in building your relationship and growing this venture.

Your venture should be able to articulate at the outset what they expect from this relationship. If not, then you can work with them to establish this.

- Be respectful, but direct & thorough in your feedback. 'Do not' is at least as important as 'do.'
- Push back. Be assertive in your advice if you feel strongly about it.
- Be sensitive to your role: as a senior business leader, your venture looks to you for advice and guidance, as a role model. Your advice may be taken more literally than you intend.
- Be clear about your core competencies, and how much weight the venture should give to advice within and outside these competencies.
- Establish clear expectations and commitments: express your expectations and commitments to your venture, and ask for the same.
- Establish preferred feedback style (written, verbal, direct, highly critical, etc.).
- Establish clear communication channels and timeline for interaction.
- Let your venture know if your schedule changes. They will depend on the time that you commit.
- Give homework. Your mentee will love you for it.

Mentee

Pupil, collaborator, doer, partner, diplomat, teacher

- Listen. Your first task is to determine: (a) how do your needs fit with the core competencies of your mentor, and what specific challenges do you want them to help you address? and (b) do you and your mentor agree about your own strengths and weaknesses, and how you should work together, and if not, why not?

From the above, you should work with your mentor to (c) decide together what is the best road map for moving forward in building a relationship and growing your venture.

You should be able to articulate at the outset what you expect from your mentor. If not, you can work with your mentor to establish this, but do so quickly.

- Be respectful and responsive to feedback, whether or not you implement the advice. Be clear about your use of feedback.
- Push back. Express respectful reservations if you feel advice is inappropriate, or not feasible.
- Take your mentor's advice seriously, even (and especially!) if it is difficult. You must also put this advice in your own context to determine its role for you.
- Be clear about your core competencies, and weigh this in how you utilize the advice that your mentor is giving you.
- Establish clear expectations and commitments: express your expectations and commitments to your mentor, and ask for the same.
- Establish preferred feedback style (written, verbal, direct, highly critical, etc.).
- Establish clear communication channels and timeline for interaction. ASK for what you need.
- Use your mentor's time well. Be prepared, focused and concise in each meeting. Let them know in advance if your schedule changes.
- Do your homework. It's good for you.

MARK YOUR CALENDAR

2014	
May 13	NEWH, Inc. Board of Directors Meeting
May 14	Annual NEWH Breakfast: New Entrepreneurs
May 14	Sustainable Design Competition Awards
May 14–16	HD Expo & Conference
Jun 8–10	BITAC® Global
Jul 20–22	BITAC® Purchasing & Design East
Aug 14	Denver Regional Tradeshow
Sep 7–9	BITAC® F&B West
Sep 16	HD Americas
Sep 21–24	Decorex International
Oct 8	Houston Regional Tradeshow
Oct 20 – 24	The Lodging Conference
Oct 28– 30	Lodging Green + Sustainability Conference
Nov 8	NEWH, Inc. Board of Directors Meeting
Nov 8 & 9	EC Strategic Wrap-up
Nov 9–10	BDNY
Nov 9–11	IH/M&RS
Nov 9	NEWH/New York Party
Nov 10	Gold Key Awards Reception
Nov 11	Platinum Circle Awards
Nov 14–16	CMG – 2014 International Summit
Nov 26–27	Sleep
Dec 3– 4	IIDEX Canada
Dec 7–9	BITAC® Owners Event
2015	
Jan 22	NEWH, Inc. Board of Directors Meeting
Jan 22	NEWH RTS/Dallas
Jan 23–24	NEWH Hospitality Conference
Jan 25–27	BITAC® Food & Beverage
Jan 26–28	ALIS
Mar	Orlando Regional Tradeshow
Mar 8–10	BITAC® Luxury North America
Apr	Chicago Regional Tradeshow
Apr 8–9	BD west
Sep	Seattle Regional Tradeshow
Oct	Minneapolis Regional Tradeshow

NEWH BOARD OF DIRECTORS MOTION FORM

Date: May 14, 2012

Motion Number:

I, _____

Motion seconded by: _____

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

Notes on discussion: