



GOVERNING BOARD PACKET

12 November 2016

Meeting Room
1 E 10

Jacob Javitz Convention Center
655 W. 34th Street
New York, NY 10001

setting high standards of
scholarships, educational efforts and information exchange
achievement for those in the
linking professionals from diverse areas of professional focus
hospitality industry
development and funding, operations to design,
architecture and purchasing, manufacturing to
sales, marketing and communications

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NEWH, INC. GOVERNING BOARD MEETING AGENDA

12 November 2016

Room 1-E-10 Jacob K. Javitz Convention Center, 655 W. 34th Street, New York, NY 10001

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

Board of Directors Meeting

Saturday, 12 November 2016

12:30pm – 5:00 pm

Executive Committee	Trisha Poole Brittany Johnson	Fernando Diaz Andrea Thomas	Christine Wasmer Cynthia Guthrie	Christine Tucker Rebekah Ellis	Julia Marks Helen Reed
Board of Directors	Becca Kundysek Mary Ann Thornam Sandy Banks	Lorraine Francis Cindy Andrews Ron McDaniel	Leigh Mitchell William Stuart Michelle Finn	Jordan McInturf Elizabeth Moore	Stacy Rauen Michael Smith
House of Delegates	Tammy Adams Ellen Armer Toby Artman Cheri Bargaen Kimberly Bond Kelly Bowen Morgan Brodey	Jen Conley Rachel Daus Jennifer Delmas Westin Hammerstrom Bruce Heins Holly Johnson Jodie Johnson	Jonathan Kaler Kate Kenwell Valder Chelsea Lawrence Heather Lloyd Tony Lopez Annette Lucille Johanna Malen	Terri Metzger Sophia Nguyen Pam Niemann Kristen O'Bara Melinda Peck Katie Popp Angela Reed	Lauren Ritter Kacey Sharp Candace Tejidor Shannon Vance Leslie Wynne Jonathan Young

12:30 pm Call to Order Trisha Poole

12:35 pm Establishment of Quorum Brittany Johnson
 - Presentation of Minutes and Motion to Accept

12:40 pm President's Welcome Trisha Poole
 - Introduction of Guests
 - Report on Lodging Conference, BLLA & HOST Milano

12:50 pm Financial Report Fernando Diaz
 - Fundraising report

1:00 pm New programs presented by NEWH, Inc. Trisha Poole
 - BrandED Matt DeShantz
 - Mentoring Elizabeth Moore
 - Women in Business

1:20 pm Discipline Q&A Fernando Diaz
 - Finance / fundraising Andrea Thomas
 - Scholarship / scholarship Christine Wasmer
 - Education / continuing education, mentorship, & sustainable hospitality Cindy Guthrie
 - Development / membership, conferences, and digital marketing

1:55 pm Collection of Ballots for the 2017 Board of Directors and President Elect

2:00 pm B R E A K

2:15 pm *In January you selected a discipline to serve for 2016 ... Please review and report on the ... Goals of your discipline, were they achieved, and what are the goals for 2017*

SELECT THE DISCIPLINE YOU CHOSE IN JANUARY

- Finance / fundraising
- Scholarship / scholarship
- Education / continuing education, mentorship, & sustainable hospitality
- Development / membership, conferences, and digital marketing

FACILITATED BY:
 Fernando Diaz
 Andrea Thomas
 Christine Wasmer
 Cindy Guthrie

3:15 pm B R E A K

3:30 pm Summary/Discussion of Breakouts – Reporting of Discipline Goals for 2016

4:00 pm Canada Update

4:10 pm United Kingdom Update

4:20 pm Ambassadors Report

4:30 pm New Business

4:45 pm Motion to Adjourn

Christine Tucker
 Rebekah Ellis

Trisha Poole

NEWH, INC. GOVERNING BOARD MEETING MINUTES

03 May 2016

Mandalay Bay Resort & Casino Islander B North Convention Center | Las Vegas, NV

Executive Committee	Trisha Poole Brittany Johnson	Fernando Diaz Andrea Thomas	Christine Wasmer Cynthia Guthrie	Christine Tucker Julia Marks
Board of Directors	Becca Kundysek Mary Ann Thornam Lorraine Francis	Sandy Banks Cindy Andrews Leigh Mitchell	William Stuart Michelle Finn Jordan McInturf	Elizabeth Moore Michael Smith
House of Delegates	Shannon Vance (AZ) Holly Johnson (AZ) Kelly Bowen (ATL) Jen Conley (Chicago) Katie Popp (Chicago)	Leslie Wynn (Dallas) Kacey Sharp (Houston) Morgan Brodey (NY) Westin Hammerstrom (N.Cen) Annette Lucille (N. Cen)	Cheri Bargaen (N.West) Ellen Armer (RM) Chelsea Lawrence (RM) Johanna Malen (San Fran) Terri Metzger (SanFran)	Jennifer Delmas (S.FL) Pam Niemann (Sun) Angela Reed Miller (Sun) Kimberly Bond (Tor) Melinda Peck (DC)
Chapter Presidents	Stephanie Deshaies (N.West)	Deb Calkins (SanFran)	Tara Witt (Toronto)	Becca Kundysek (N.Cent)
Steering Committee	Anna Sveinbjornsdottir (S.Car) Jessica Wasmer (OC)			
Guests	Nat Coalson Alison Gasser Louise Ross	Jennifer Wellman Vanessa Vaughan Rachel Wilson	Tony Kortenaar Judy Regan	NEWH, Inc. Staff: Shelia Lohmiller Julie Buntrock Nicole Crawford
Not in Attendance	Rebekah Ellis Helen Reed Ron McDaniel Deborah Herman Stacy Rauen Tony Lopez Bruce Heins Kristen O'Bara Jodie Johnson	Toby Artman Rachel Daus Heather Lloyd Jonathan Kaler Lauren Ritter Sophia Nguyen Candace Tejidor Jonathan Young Kate Kenwell	Mary Blanchard Stacy Costa Karen Pelzer Kristofer Moore Allison Calagna Julie Zweifel Brandon Brockmiller William Stuart Marie Herr	Joelle DiBlasi Teddi Powers Rebekah Ellis Valerie Coleman Karen Appert Dina Caruso Kelly Gaddes Beth Doehner Derek Sousa

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

The meeting was called to order by President Trisha Poole at 12:30pm. Secretary, Brittany Johnson, took roll and a quorum was established. The minutes were presented and a motion was made to accept the minutes as presented.

MOTION TO APPROVE MINUTES

Date: May 3, 2016

Motion Number: 1

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

Motion seconded by: Fernando Diaz

VOTE COUNT:

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

PRESIDENT – TRISHA POOLE

Discussion-Trisha Poole:

- Welcome to Las Vegas, thank-you for being here
- Share details from today with your chapter, help keep us all on task with good communication
- Founders Circle: Corporate Partners discuss events, success, results of progress, interactive meeting with questions/opinions, great opportunity for exchange of information
- Breakout groups: set goals, how will progress be made/tracked, discuss progress at November IBOD meeting

Growth Report:

- Increased membership by 6.5% (5,624), steady incline
- Chapters are doing a good job of selling memberships and explaining the value of membership
- 159 Chapter Business Members; striving within chapters to build the chapter business membership to bring larger firms; membership is up 25% from last year
- Scholarship has 23% increase with many chapters yet to award in 2016

- Thank-you to our vendor sponsors such as ST Media who provides (2) annual \$5,000 scholarships
- 7 regional tradeshows including Leadership Conference (previously held 5 tradeshows)
- Continue with 6 tradeshows per year vs. 5
- Regional tradeshow attendees 1.311 (increase)
- Average of 173 tradeshow attendees
- Increasing magazine content (more room for chapters/advertisement)
- Corporate partners at (40) with the waitlist at 59

Leadership Conference:

- Leadership brainstorming session held in WI last summer, early planning with more structure was provided
- Leadership theme: Climb On
- Sponsorships available for Leadership Conference Presidents Dinner and Owners Roundtable (sold out); think of people who would be interested in sponsoring
- Chapters: communicate, schedule and budget to send your board members, students, scholarship recipients to Leadership Conference
- Encourage your membership, promote at your events, make it a focal point in all of your communication
- Leadership Conference has received a lot of praise as the place to build communication and networking skills as well as obtain leadership skills
- The Lodging Conference and A.L.I.S. are also great partnerships for us (we have presence at both conferences)

Industry Events:

- Art M \acute{e} lange: Tried to reach outside of our industry to people with deep pockets to promote and secure additional fundraising dollars for NEWH
- BDwest fabulous event, excellent chapter support and fashion challenge event along with well attended scholarship event
- Green Voice Conversations will continue at BDwest and BDNY
- HD Expo scholarship awards: NEWH Hospitality Management, NEWH Harvey Nudelman (sponsored by Fabricut & FR-One), NEWH Sustainable Design Competition and NEWH Product Design Competition (sponsored by Symmons)
- Mentorship program will be kicked off during a luncheon with Carl Ross in LA (Carl has offered to hold in other locations) table of twenty individuals in attendance can ask any questions and Carl will be available after for questions, there will be a price and limited number of attendance
- Monica Meade with Marriott has also offered to hold a similar session on the east side
- NEWH video is still in the budget we are hoping to have available for Leadership Conference 2017 (project has not started as of yet)
- Thank-you to everyone for all of your support and involvement

Strategic Planning Report:

- Strategic planning sessions with Trudy will continue
- Thank-you to Milliken and Michael Smith for coordinating our annual strategic planning session at Milliken with Trudy Crave, professional facilitator
- Milliken provides beautiful lodging, high quality fantastic food, a professional facilitator, etc. at no cost, we couldn't do this without Milliken it is a huge contribution of support we are very thankful for

Comments:

Leigh Mitchell (Leadership Conference)

- Very inspirational event, plan to attend, we are ahead of the schedule with planning, please get out there and sell the available sponsorships, we need everyone's support to be successful

Cindy Guthrie (Art M \acute{e} lange):

- Great attendance, would have liked to of sold additional sponsorships
- Thank-you to the chapters for their support in obtaining additional art pieces
- It was a great learning lesson for everyone being a first time event
- Overall attendees were very excited about the event
- Committee needs to review the event for future development
- There was a rain scare that worked out ok, in the pavilion there was around 500 people
- Due to the rain scare there were not as many financially influential people in attendance as hoped
- Young lady who bid on an item she didn't want, she dropped \$2500
- There was a rain scare that worked out ok, in the pavilion there was around 500 people
- Due to the rain scare there were not as many financially influential people in attendance as hoped
- Young lady who bid on an item she didn't want, she dropped \$2500
- There are people who are willing to help/support us who are outside of our industry
- 125 people in attendance
- Proceeds around \$15,000
- Additional art pieces are currently on Bidding for Good, once closed we will then tally all final financial figures and distribute funds accordingly to chapters

Corporate Partners:

- Corporate partners: reach out to them they want you to ask for their attendance, sponsorship, involvement, etc. if you need help coordinating or for questions about CP compensated event tickets reach out to Jena (NEWH, Inc.)

Brittany Johnson (Milliken-Strategic Planning Report):

- Looked at NEWH as a whole, broke it down to look at goals individually
- Milliken provides a very professional and fabulous facilitator to keep us well organized
- Discussed how to do fundraising within our industry, outside of our industry and what are the gaps/challenges, etc.

- Looked at the International level and how we can interact with the chapters
- Reviewed Art Mélange
- Idea of developing a foundation, hiring a grant writer to bring in additional funds to do special projects and increase scholarship award distribution amounts
- Making sure we look at all areas of our industry, look at an advisory committee to assist with our growth
- Find ways to dig into our industry to see how and what we can provide more of
- One of our greatest strengths is the Inc. office staff-bravo

MOTION TO ESTABLISH A FOUNDATION

Date: May 3, 2016

Motion Number: 2

I, Julia Davis, move to establish an NEWH Foundation. This foundation would be used to solicit funds through grant writing and seeking major allied industry contributions. The funds would be used to support chapter scholarships and other educational endeavors that do not fall under the NEWH, Inc. guidelines.

Motion seconded by: Brittany Johnson

VOTE COUNT:

YEA: 13

NAY: 0

ABSTENTION: 0

STATUS OF MOTION:

Carried:

Defeated:

VP/FINANCE – FERNANDO DIAZ

Discussion-Fernando Diaz:

- Organization is doing extremely well, congratulations to everyone
- Chapters and Inc. doing well
- Reminders: Reports of Results of Activity must be sent in asap or within 45-days of event, some chapters are several months' behind
- It is extremely important to submit reports on time
- Please join in on the discipline calls, it's how we receive feedback and keep in good communication, make us better by participating

BREAK OUT: Group Discussions Overview

Trisha Poole: Break-Out Sessions:

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

Take good notes within your group

We want to see movement and progress after utilizing the goals from each group-final report at IBOD November 2016

Finance/fundraising-

- All chapters hold an estate/yard/garage sale where chapters compete against each other to raise funds (April-May event date)
- Discussed fundraising events that work for chapters: golf, bowling, social events
- Arizona created a new event: wine and dine night where culinary students compete and create a meal where the winner would receive a scholarship; in turn they also received feedback from individuals outside of our industry wanting to attend the event
- Looked at ways to improve events when they show signs of being stagnant
- NYC is adding a buying option for each event (instead of member/non-member only option) the individual can purchase as a non-member event ticket and purchase a NEWH membership at the same time
- ACH is coming to the website; electronic way to write checks
- All chapters have Go Payment (all credit card readers hold a 5% charge)
- ACH offers no charge

Scholarship-

- Discussed Leadership Conference and scholarship application reviews and awards
- Share your scholarship score cards and templates with Inc. so other chapters can benefit
- Chapters please provide recipient images, video to enhance the slideshow that will be used during the Scholars luncheon at Leadership Conference
- Encouraging all chapters/regional groups to bring at minimum (1) student/recipient to the Leadership Conference; use admin/scholarship funds
- Stay tuned for more details about the Scholars Luncheon at Leadership

Education-

- Encompassing-Education/Mentorship/Sustainability: learning how to interweave areas together throughout our chapters through events and educational opportunities
- Discussed topics to include: health, safety, welfare, ADA, etc.
- Planning ahead with forward thinking for 2017 Green Voice Conversations
- Mentorship lunch with LA and DC chapters as kick off points, having discussion available for 6-months after; discussed ways to provide better access to all (3) areas of education
- Webinar series to include: education/mentorship/sustainability (3 from each area annually) lead by industry professional and NEWH coordinator
- Looking at web platform, future visibility, application of education and additional committee members needed to support the education initiatives

Development-

PRESIDENT

TRISHA POOLE

Job Purpose:

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

2017 GOALS

- Further the mission of NEWH.

1. Continuation and Refinement of 2016:

1. Increase NEWH, Inc. and NEWH Chapter participation of high level executives and professionals in the hospitality industry that are within positions to award contracts to design, architectural and purchasing professionals. This goal is supported by the planning and execution of high quality NEWH Leadership Conferences that incorporate relevant subjects, speakers and design firms that represent the current landscape of the industry. We plan to structure this event and provide streamlined processes to improve the overall performance and execution of the planning and delivery of the event.

2016 PROGRESS: The 2017 Leadership Conference has been well managed between Leigh Mitchell, Director of Conferences, the Leadership Conference Committee, and the NEWH Inc. staff. There has been great progress with the overall structuring, planning, and communication during the months building up to the conference. The conference had significant improvements related to the communication and responsibilities between the committee and the NEWH Inc office. This will continue as the NEWH Inc staff has a more experience and a better understanding of the conference and the planning process.

The Marketing was also another area of noticeable improvement with the involvement of a PR consultant handling the press releases and marketing collateral development and delivery. We will continue to work on this relationship and strive to develop a marketing calendar early for distribution to the committee that will streamline the marketing for future conferences.

The Ownership and high level design and procurement professional relationships are being cultivated at the larger industry conferences such as ALIS and Lodging. We have developed a very positive relationship with both of these organizations and look forward to growing our participation so we can continue to build relationships,

and share our education and knowledge of the industry.

I believe the Leadership Conference has a strong foundation for future growth and many successful events. We will always strive to involve the chapter's input as we continually evaluate and manage this event.

2. 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.

2016 PROGRESS: Magazine coverage of past recipients has been very successful and well received! We continue to gather stories from our scholarship winners at chapter and international level so we have plenty of content for future magazine issues.

We are working on an NEWH video that will provide great marketing and brand awareness. It will share the message of our mission and what we do for the industry. This video will be released at the Leadership Conference in Denver and is planned to be updated every two years.

3. Build a higher awareness of NEWH and the mission of scholarships.

2016 PROGRESS: We are working on an NEWH video that will provide great marketing and brand awareness. It will share the message of our mission and what we do for the industry. This video will be released at the Leadership Conference in Denver and is planned to be updated every two years.

STEPS TO ACHIEVE GOALS

1. Support and make all NEWH initiatives a priority that directly relate to the advancement of the Key Goals for 2016.
2. Listen and identify new ideas and interesting concepts that are offered by NEWH supporters related to the modification or addition to the "Key Goals."
3. 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

BRITTANY JOHNSON

Job Purpose

- Record and preserve the business records of the organization
- Ensure all chapters remain in compliance with all public laws governing their activities.
- Provide mentorship and guidance to the chapter secretaries as needed

OTHER REPORT ITEMS

See below for a few of the top pieces of advice for the role of Secretary:

- Please remember that your chapter board meeting minutes are due as soon as possible after the meetings. Your chapter boards should be approving the meeting via email (100% board approval) or at the board meetings.
- If possible, have a localized place to store board meeting minutes, digitally, for future reference.
- If your board does not have a meeting for a month please let the Inc. office know so that no one is trying to track down non-existent meeting minutes.
- Know the rules for a quorum, be certain that you've noted whether or not a quorum exists for any motions that occur during your meetings.
- Remember that any motions that have to happen via email must be unanimous with all voting members participating.
- There are several chapters that have still not submitted their Business Plan for the year. Please turn that into the Inc. office as soon as possible. We are reaching the end of the year; please make sure as the year closes all minutes and documentation have been recorded through the Inc. office.

RECEIPT OF MINUTES, ANNUAL BUDGET AND CHAPTER BUSINESS PLAN

Chapters (min. 6 per year)	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Budget	Business Plan
Arizona	Yes			Yes										
Atlanta	Yes					Yes								
AC/Philadelphia	Yes	No Mtg.	Yes				Yes	Yes						
Chicago	Yes	No Mtg.	Yes			Yes	Yes							
Dallas	Yes	Yes	Yes	Yes	No Mtg.	Yes	No Mtg.	Yes	Yes	Yes			Yes	
Houston	No Mtg.	Yes	Yes	Yes	No Mtg.	Yes	Yes		Yes				Yes	
Las Vegas	Yes	Yes	Yes	Yes	Yes	No Mtg.							Yes	
Los Angeles	Yes	Yes	Yes	No Mtg.	Yes	No Mtg.	Yes	Yes					Yes	
New York	No Mtg.	Yes	Yes	Yes	Yes	Yes	Yes	No Mtg.					Yes	
North Central	Yes				Yes	Yes								
Northwest	Yes	No Mtg.	Yes				Yes							
Rocky Mountain	Yes			Yes	Yes									
S. Florida	Yes	Yes	Yes	No Mtg.	Yes	No Mtg.	Yes	Yes					Yes	
San Francisco Bay	Yes	No Mtg.			Yes	Yes								
Sunshine	Yes					Yes								
Toronto	Yes	No Mtg.	Yes	No Mtg.	Yes	Yes	No Mtg.	Yes	Yes				Yes	
UK		Yes				Yes	Yes						Yes	
Washington, DC	Yes	Yes	Yes	Yes	Yes	Yes		Yes	Yes				Yes	
Regional Groups (Minutes once a quarter)														
New England	Yes	No Mtg.	No Mtg.	Yes	No Mtg.	No Mtg.	No Mtg.	Yes	No Mtg.	Yes	No Mtg.	No Mtg.		
North Carolina	No Mtg.	Yes	No Mtg.	No Mtg.	No Mtg.	Yes	No Mtg.	No Mtg.						
Orange County	Yes													
Pittsburgh	No Mtg.	No Mtg.	Yes	No Mtg.	No Mtg.	Yes	Yes	Yes	No Mtg.					
Vancouver	Yes	Yes	No Mtg.	Yes	No Mtg.	Yes	Yes	Yes						

Shaded = training occurred or is scheduled (**based on year of board – i.e. if training occurred in Oct 2013, it was with incoming 2014 brd so listed under 2014 year)	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
ARIZONA			In person 12/1/2010	Webinar	In person 12/6/2012	Webinar	Webinar	In person 2/20/2016	Webinar	Webinar
ATLANTA	In person 3/14/2009	Webinar	Webinar	In person 3/10/2012	Webinar	Webinar 1/7/2014	In person 10/18/2014	Webinar	Webinar	In-person
ATLANTIC CITY		Webinar 12/6/2010	In person	In person 2/25/2012	Webinar	Webinar	In person 2/14/2015	Webinar	Webinar	In-person
CHICAGO		In person	In person 10/23/2010	Webinar	In person 10/27/2012	Webinar	Webinar	In person 11/14/2015	Webinar	Webinar
DALLAS		In person	In person 10/8/2010	Webinar	In person 3/15/2013	Webinar	Webinar	In person 11/20/2015	Webinar	Webinar
HOUSTON		In person	In person 10/7/2010	Webinar	Webinar	In Person 2/8/2014	Webinar	Webinar	In-person 3/26/2017	Webinar
LAS VEGAS		Webinar 8/3/2010	In person	In person 1/28/2012	Webinar	Webinar	In person 1/10/2015	Webinar	In-person 2/18/2017	Webinar

Shaded = training occurred or is scheduled (*based on year of board – i.e. if training occurred in Oct 2013, it was with incoming 2014 brd so listed under 2014 year)	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
LOS ANGELES		In person 1/30/2010	Webinar	Webinar	In person 2/9/2013	Webinar	Webinar	In person 1/9/2016	Webinar	Webinar
NEW YORK		Webinar 2/27/2010	In person	In person 2/11/2012	Webinar	Webinar	In person 2/28/2015	Webinar	Webinar	In-person
NEW ENGLAND REGION					Webinar 2/13/2013	TBD based on need	Webinar 1/12/2015	TBD based on need	TBD based on need	TBD based on need
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	TBD based on need	TBD based on need
NORTH CENTRAL		Webinar 3/22/2010	In person 3/5/2011	Webinar	Webinar	In person 1/11/2014	Webinar	Webinar	In-person 12/3/2016	Webinar
NORTHWEST	Webinar 11/14/2009	Webinar	In person	In Person 12/2/2011	Webinar 11/28/2012	Webinar 11/6/2013	In person 12/13/2014	Webinar 2/29/2016	Webinar	In-person
ORANGE COUNTY REGION (as needed)		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	TBD based on need	TBD based on need
PITTSBURGH REGION							Webinar 11/18/2015	TBD based on need	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 1/11/2016	Webinar	Webinar
SAN DIEGO REGION (as needed)		In person 9/28/2010	TBD based on need	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	In-person 10/16/2016	Webinar
SOUTH FLORIDA			In person	In person 1/21/2012	Webinar	Webinar	In person (not scheduled)	In person 1/29/2016	Webinar	Webinar
SUNSHINE	In person 1/31/2009		In person 2/5/2011	Webinar	Webinar 11/15/2012	In person 10/18/2013	Webinar	Webinar	In-person 3/5/2017	Webinar
TORONTO		Webinar 1/24/2011		In person 10/15/2011	Webinar 11/20/2012	Webinar 11/19/2013	In person scheduled 12/6/2014	Webinar 12/8/2015	Webinar	In-person
UNITED KINGDOM			Webinar	Webinar	Webinar	In person 10/1/2014	Webinar	Webinar	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	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	Webinar 10/22/2009	Webinar	In person	In person 2/16/2012	Webinar	Webinar	In person 3-12- 2015	Webinar	Webinar	In-person

VP/FINANCE

FERNANDO DIAZ

Job Purpose

- Keep and maintain, or cause to be kept and maintained, adequate and correct books and records of the properties and business transactions of the corporation, including accounts of its assets, liabilities, receipts, disbursements, gains, losses, capital, retained earnings, and other matters customarily included in financial statements
- Regularly review income and expenditures with Executive Committee to ensure knowledge of financial affairs and status of the organization is clear
- Monitor NEWH Fundraising for both NEWH, Inc. and its Chapters and develop new ideas for Fundraising

2016 GOALS

- Have all chapters submit budgets by the beginning of the year; help chapters to achieve this request if necessary
- Have all chapters submit business plan by the beginning of the year; help chapters to achieve this request if necessary
- Have all chapters submit results of activity reports (**MOST IMPORTANT**)
- Participate in all discipline calls (**VERY, VERY IMPORTANT**)
- Maintain or cause to maintain Strategic Plan
- **Schedule Nationwide "Estate Sale" for Spring 2017**

STEPS TO ACHIEVE GOALS

- Work with NEWH, Inc. office to follow up on chapters not forwarding information ;

- Work with Diane and Jena to make sure chapters know (via board training) that information is to be submitted to NEWH, Inc. promptly; and
- Follow up with chapters to submit signature bankcards after the **first** board meeting of the year.

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

- QuickBooks online is doing great as well as the mobile payments for door sales, etc.
- Last year Chapters transferred a total of \$398,380 from fundraising events into scholarship accounts – This year we are

- already at \$200,684 and going strong with quite a few fall events coming up.
- We are a very financially strong organization. Good problem to have.
- **Time to gear up for 2017 budget development. NEWH, Inc. will be reaching out to chapters with assistance.**
- Within the next year or so NEWH, Inc. will increase its

- percentage of what the chapters need to pay
- Chapters DO NOT have to give 50% in Scholarship Awards out, but we do encourage NOT to give out more than 50%
- Please remember that check over \$250.00 requires two (2) signatures
- THANK YOU – RESULTS OF ACTIVITY REPORTS ARE BEEN SENT INTO INC OFFICE WITHIN 45 DAYS AFETR THE EVENT

BANK BALANCES	
account balances as of 10/31/2016	
General	\$ 729,368.27
Scholarship	166,011.68
Cliff Tuttle Scholarship	22,364.86
Ken Schindler Scholarship	10,375.00
Money Market (cash reserve fund)	389,744.05
Long Term Reserve Account (money market acct receives higher interest than CD)	300,000.00
Cash Reserve Account (money market acct receives higher interest than CD)	200,000.00
CD	200,000.00
NEWH, Inc. acct in Canada (7/31/13)	US 15,000.00
NEWH Canada, Inc.	CAD 54,300.67
NEWH, Inc. acct. in London	US 25,000.00

Chapter	Annual Budget Rec'd	Statement from Bank	Labeling cls and deposits	Updated Signature Cards	Current on tax matters for 2015	2015 Fundraising Remittance	2015 to date Fundraising %****	2015 Monies transferred to Scholarship Acct	2016 Fundraising Remittance	2016 to date Fundraising %****	2016 Regional Tradeshow Monies transferred to Scholarship Acct	2016 Fundraising Monies transferred to Scholarship Acct	Checking Bal	Date	Scholarship Bal	Date	CD	Date
Arizona	X	X	X	X	X	Yes	58%	6,142.35	Yes	71%	-	2,496.13	7,920.94	10/31/16	8,382.70	10/31/16		
Atlanta	X	X	X	X	X	Yes	52%	32,074.55	Invoiced	30%	-	15,317.49	112,858.66	10/31/16	44,122.60	10/31/16		
Atlantic City	X	X	X	X	X	Yes	59%	4,748.45	N/A	0%	-	3,046.51	38,784.38	10/31/16	11,300.82	10/31/16		
Chicago	X	X	X	X	X	Yes	47%	66,620.04	Yes	47%	-	51,471.56	136,980.88	10/31/16	82,618.35	10/31/16		
Dallas	X	X	X	X	X	Yes	42%	35,589.81	Need info	0%	-	14,074.92	84,390.97	10/31/16	62,083.43	10/31/16		
Houston	X	X	X	X	X	Yes	73%	30,916.31	Yes	63%	21,189.12	23,589.47	48,512.21	10/31/16	51,691.88	10/31/16		
Las Vegas	X	X	X	X	X	Yes	3%	21,670.29	Yes	8%	-	2,095.63	54,132.83	10/31/16	71,692.61	10/31/16		
Los Angeles Founding	X	X	X	X	X	Yes	57%	5,837.25	Need info	0%	-	24,056.37	58,927.23	10/31/16	128,522.65	10/31/16		
New York	X	X	X	X	X	Yes	57%	8,403.90	Invoiced	58%	-	51,485.10	110,975.03	10/31/16	134,364.71	10/31/16		
North Central	X	X	X	X	X	Yes	41%	1,105.94	Yes	65%	11,756.88	7,178.79	38,860.49	10/31/16	43,647.92	10/31/16		
Northwest	X	X	X	X	X	Yes	56%	56,781.92	Yes	40%	-	16,221.58	102,213.98	10/31/16	47,382.57	10/31/16		
Rocky Mountain	X	X	X	X	X	Yes	26%	19,869.98	Invoiced	40%	-	4,518.38	37,577.35	10/31/16	32,141.64	10/31/16		
San Francisco Bay	X	X	X	X	X	Yes	53%	48,796.84	Invoiced	41%	-	-	68,939.21	10/31/16	121,917.40	10/31/16		
South Florida	X	X	X	X	X	Yes	47%	-	Yes	65%	16,933.09	6,006.15	30,128.97	10/31/16	46,337.22	10/31/16		
Sunshine	X	X	X	X	X	Yes	41%	33,927.00	Need info	0%	-	-	37,235.03	10/31/16	58,464.50	10/31/16		
Toronto	X	X	X										48,077.37	8/31/16	14,306.15	8/31/16		
United Kingdom	X	X	X										6,182.71	10/31/16	4,324.70	10/31/16		
Washington DC Metro	X	X	X	X	X	Yes	47%	26,195.16	Need info	0%	-	29,123.28	201,696.28	10/31/16	15,046.22	10/31/16	40,093.59	9/30/15
Regional Groups																		
Hawaii															21,835.48	10/31/16		
New England													9,949.55	10/31/16	15,948.57	10/31/16		
North Carolina													6,070.73	10/31/16	11,280.42	10/31/16		
Orange County													1,644.49	10/31/16	51,014.76	10/31/16		
San Diego															19,291.41	10/31/16		
Vancouver																		
Virginia															12,059.40	10/31/16		

2016 FINANCIAL SPREADSHEET

		INCOME	EXPENSE
President		-	8,023.06
President Elect		-	-

Past President		-	3,695.31
	Founders Circle	-	11,926.44
Executive Adviser		-	999.76
Secretary		-	1,718.30
	Board Training	-	7,353.13
Vice President Finance		-	1,756.26
	Fundraising	142,980.89	37,400.55
	Travel / Delegate	-	6,742.79
Vice President/Scholarship		-	2,075.75
	Scholarship	2,000.00	7,395.13
	Clifford Tuttle Scholarship	-	5,091.08
	Ken Schindler Memorial	14,375.00	5,091.06
	Hospitality Management Scholarship	-	6,008.57
	ICON Scholarship	3,800.00	8,470.66
	Sustainable Scholarship	14,000.00	12,579.87
	Vendor Scholarship	15,000.00	10,754.60
	Women Leaders in Hospitality Scholarship	10,000.00	11,622.09
Vice President/Education		-	616.06
	Continuing Education	4,950.00	1,611.16
	BrandED	3,705.00	8,746.28
	Mentorship	-	784.75
	Sustainable Hospitality	45,899.00	5,785.41
VP/Development		-	1,757.83
	Leadership Council	-	-
	Membership	256,802.25	129,043.55
	NEWH Conferences	191,631.69	54,966.96
	Digital Marketing	-	677.55
Administration		4,772.80	616,368.79
	Corporate Partner Development	519,000.00	16,256.72
	Marketing	46,453.65	31,279.96
	NEWH Awards	-	3,574.00
	Tradeshows/USA	-	22,390.80
	Tradeshows/other	-	-
	Tradeshows/Regional	931,142.00	403,168.90
	NEWH Governing Board Mtg.	-	6,942.27
	Website	25,095.46	30,050.22
	Publications	-	4,778.24
	Reserve Acct.	-	42,000.00
	Bank/Credit Card	1,146.71	8,864.85
		2,231,607.74	1,538,368.71

2016 CORPORATE PARTNERS	level	partner since
Durkan Hospitality	Benefactor	1995
Fabricut Contract/S. Harris	Benefactor	2004
RH Contract	Benefactor	2012
Signature	Benefactor	2005
ULSTER	Benefactor	2003
American Leather	Patron	2008
Bernhardt Hospitality	Patron	2012
Crypton Fabrics	Patron	2014

Delta Faucet Company	Patron	2014
Hospitality Design Group	Patron	2001
Hospitality Media Group, LLC	Patron	2012
Installation Services Group	Patron	2010
Milliken Carpet/Hospitality	Patron	1996
Moen, Incorporated	Patron	2012
P/Kaufmann	Patron	2011
American Atelier, Inc.	Supporting	2011
Arteriors Contract	Supporting	2013
Ashley Lighting, Inc.	Supporting	2012
Brintons	Supporting	
Electric Mirror	Supporting	2008
Enduratex	Supporting	2015
Fabric Innovations	Supporting	2011
Karndean DesignFlooring	Supporting	2011
Kimball Hospitality	Supporting	1994/2016
Lexmark + Hospitality	Supporting	2008
Lily Jack	Supporting	2011
Mandy Li Collection	Supporting	2011
Masland Hospitality	Supporting	2001
OW Hospitality	Supporting	2014
Richloom Contract	Supporting	2013
Sem Fim	Supporting	2013
Serta International	Supporting	2005
Séura Incorporated	Supporting	2012
Shafer Commercial Seating	Supporting	2012
Shaw Hospitality Group	Supporting	1999/2015
Shelby Williams	Supporting	1994/2011
Summer Classics	Supporting	2011
Tropitone Furniture Company	Supporting	2012
Vaughn Benz	Supporting	2011
WALTERS	Supporting	2012

FUNDRAISING

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

TYPES OF FUNDRAISING EVENTS

- Bowling
- Golf
- Silent Auctions
- Live Auctions
- Manufacturer/Rep/Designer combination events

TIMEFRAME OF EVENTS

- Fundraising events are conducted all year round
- Some chapter events overlap with other chapters
- Need to develop national fundraising calendar showing

SPONSORS

- Corporate sponsors – work with Jena at Inc office
- Local sponsors – chapter sponsors / event sponsors
- In-Kind sponsors

- Thank sponsors at all events
- When is the best time to target sponsors for sponsorship

RESOURCES

- Designers - great tool for sending out emails to manufacturers/ reps soliciting sponsorships
- Reps - great tool for distributing chapter information to design firms
- Students – great resource utilized as volunteers
- NEWH.org website!!! Resource Directory
- Discipline Calls/ Sharing Information Calls !!!

REGIONAL TRADE SHOWS

- Technically, RTS are considered a chapter's fundraising event
- Should have complete board involvement
- Should have chapter involvement (volunteers)

- Chapter should promote RTS via all avenues via social media, websites...

RECOMMENDATION

- Develop a survey to be forwarded to NEWH board members to determine if current tools are being utilized and/or relevant for immediate needs.
- Determine what additional tools should be developed.

- Create an ad hoc committee comprised of various board members throughout the country to recommend new tools/forms/templates..... Submit to IBOD during the Leadership Conference in Colorado for review.
- Re-evaluate discipline calls to possibly be more efficient and effective

VP/SCHOLARSHIP

ANDREA THOMAS

Job Purpose

- Direct the NEWH, Inc. Scholarship Program and see that NEWH, Inc. Chapters follow the Scholarship mission of the organization in New York. There were a total of \$14,375.00 donations to date.

2016 GOALS

SCHOLARSHIP

- Work with the Director of Scholarship in the execution of all current scholarship initiatives including Interior Design and Hospitality Management scholarships, ICON, Product Design Competition, and the Sustainability Design Competition.
- Interface with Chapter Directors via discipline calls.

MARKETING

- Establish a consistent format for forms and collateral for all scholarships in keeping with the overall marketing vision for the organization.
- Assist in planning the Scholar Luncheon for the 2017 Leadership Conference.

STEPS TAKEN TO ACHIEVE GOALS

HOSPITALITY MANAGEMENT SCHOLARSHIPS

NEWH Women Leaders Scholarship sponsored by Hospitality Media Group

This \$5,000 scholarship is open to female Hospitality Management majors and will be awarded to Breanna Hendrickson, a student in the Hospitality Business Management program at Washington State University. She will be recognized at the Boutique Design Power Players: Women Leaders in Hospitality breakfast and panel discussion on November 14, 2016, in New York.

NEWH Leadership in Hospitality Management Scholarship

This new \$5,000 scholarship will be awarded at the NEWH Leadership Conference's Scholar Luncheon in Denver, February 9-11, 2017. The deadline was October 3, 2016.

NEWH Women Leaders Scholarship sponsored by Hospitality Media Group

This is a \$5,000 award available to female students only, and will be given in conjunction with BD West in Los Angeles, April 6-7, 2017 at the Boutique Design Power Players: Women Leaders in Hospitality breakfast and panel discussion. The application deadline is October 17, 2016.

INTERIOR DESIGN SCHOLARSHIPS

NEWH Hospitality Management/Interior Design Scholarship sponsored by Fabric Innovations

This is the 4th year of a four year commitment that Deborah Herman has generously made to fund this \$10,000 scholarship. It will be given at the Platinum Circle Awards on November 15, 2016, in conjunction with the HX: The Hotel Experience show and BDNY in New York. The recipient is Rachael Woloszyn, a graduate student majoring in Interior Architecture at Cal Poly, Pomona.

NEWH Ken Schindler Memorial Scholarship

Due to the recent passing of Ken Schindler, we are awarding a \$5,000 scholarship to Aparna Avasarala, an Interior Design major at the New York School of Interior Design in his memory. It will be given at the Platinum Circle Awards on November 15, 2016, in conjunction with the HX: The Hotel Experience show and BDNY

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

This \$5,000 will be awarded during the HD Expo in Las Vegas May 3-5, 2017. The deadline for applications was October 3, 2016.

NEWH Product Design Competition sponsored by Symmons Industries

Their fourth award of \$4,000 will be given at the New Entrepreneurs Breakfast in Las Vegas at HD Expo, May 3-5, 2017. The award includes a Guest Room Lavatory Faucet design competition. The standard NEWH criterion has to be met first and the projects from that group of students will be judged to select the winner. The winning design will be showcased at the Symmons Booth. If the company decides to produce the design, the student designer will be credited in their literature. The application deadline is January 9, 2017.

Sustainable Design Competition Scholarships sponsored by JLF Ionemeadow and Applied Textiles

We are grateful to JLF Ionemeadow for their continuing sponsorship and Applied Textiles for their second year of funding two \$5,000 awards, one for an undergraduate student, and one for a graduate student. This 11th year's competition is a Sustainable Guest Experience: Co-living Concept. The students will be honored during the HD Expo, May 3-5, 2017. The project submittals are due on January 30, 2017.

ICON of Industry

The ICON for 2016 is Jane Skeeter, owner of UltraGlas. A \$7,500 scholarship in her honor will be given on November 14, 2016, at the Gold Key Awards. The winning student is Tyson Baker, an undergraduate Interior Design student at Maryville University in Saint Louis.

NEWH Clifford R. Tuttle Scholarship

The third \$5,000 scholarship, honoring Cliff Tuttle, will be given at the Platinum Circle Awards on November 15, 2016, in conjunction with the HX: The Hotel Experience show and BDNY in New York.

The recipient is Jennifer Lindner, a graduate student in Interior Architecture and Design attending the Florida State University. There is \$22,000.00 left in the Clifford Tuttle Scholarship Fund.

WEBSITE UPDATES/CORRECTIONS

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

LONG TERM GOALS FOR THIS POSITION

- Provide and plan for smooth interface/interaction between activities of Scholarship all levels within NEWH Inc. and Chapters.
- Assist in accomplishing online applications for Chapter and eventually Inc. Scholarships.
- Ongoing - Define job responsibilities and timeline of all ongoing initiatives overseen by V.P. of Scholarship for use by future

occupants of this position.

- Communication outreach to schools/programs supported by

Chapter and Inc. scholarships via use of social media, i.e., Facebook and or NEWH Inc. / website.

SCHOLARSHIP

BECCA KUNDYSEK

Job Purpose

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

2016 GOALS

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

STEPS TO ACHIEVE GOALS

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

LONG TERM GOALS FOR THIS POSITION

- Start to develop Scholarship Review committee for 2017
- Establish lines of communication with all Chapter and

Regional Scholarship Directors and provide support as required

- Work with Chapters and Regional Groups to promote all NEWH Scholarship opportunities
- Work with Chapters and Regional Groups to establish new Vendor Scholarship opportunities
- Follow up with past winners for updates on their career paths since winning an NEWH Scholarship

OTHER REPORT ITEMS

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

SCHOLARSHIPS AWARDED BY CHAPTER

Chapter	2016	total # of awards	Total Given
Arizona	3,500.00	116	112,800.00
Atlanta	25,000.00	145	289,765.00
Chicago	45,000.00	110	289,574.00
Dallas	32,000.00	169	356,200.00
Houston	2,500.00	117	143,625.00
Las Vegas	21,550.00	148	345,554.92
Los Angeles Founding Chapter	1,000.00	338	710,598.00
New England Region	5,000.00	32	33,950.00
New York	20,000.00	212	546,500.00
North Carolina Region	0	2	5,000.00
North Central	6,000.00	40	54,000.00
Northwest	25,000.00	48	112,964.00
Orange County Region (Southern Counties)	1,000.00	59	69,450.00
Philadelphia/Atlantic City	5,000.00	12	34,500.00
Rocky Mountain	9,500.00	41	84,200.00
San Diego Region	0	3	3,000.00
San Francisco Bay Area	30,000.00	15	80,000.00
South Florida	10,000.00	89	131,000.00
Sunshine	20,000.00	70	194,500.00
Toronto	12,500.00	58	CAD 112,013.00
United Kingdom	3759.00	18	GBP 38,045.88
Vancouver	2,500.00	4	8,500.00
Virginia	0	8	16,500.00
Washington DC Metropolitan	51,000.00	117	336,300.00
Clifford Tuttle Scholarship	5,000.00	3	15,000.00
Future Hospitality Leaders Scholarship	5,000.00	2	10,000.00
NEWH ICON of Industry	7,500.00	22	97,500.00
NEWH Ken Schindler Memorial Scholarship	5,000.00	1	5,000.00
NEWH Women Leaders in Hospitality Scholarship Award	10,000.00	4	20,000.00

NEWH Sustainable Design Competition/School	0	9	40,000.00
NEWH Sustainable Design Competition/Student	10,000.00	14	65,000.00
NEWH Vendor - American Holtzcraft	0	1	3,000.00
NEWH Vendor - Fabric Innovations Legacy	10,000.00	4	40,000.00
NEWH Vendor – Harvey Nudelman Memorial Scholarship	5,000.00	10	34,500.00
NEWH Vendor – Symmons	4,000.00	3	12,000.00
TOTALS	\$ 393,244.91	2044	USD \$ 4,422,653.65

VP/EDUCATION

CHRISTINE WASMER

Job Purpose

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

2016 GOALS

- Research and identify continuing education opportunities that are relevant to our membership and NEWH mission.
- Pursuant to our break out session at the last IBOD, a new focus emerged for Education. The three disciplines under the Education banner will work toward establishing a symbiotic relationship that will produce significant results in providing a new direction toward providing education, professional development, and mentorship to NEWH members, Hospitality and Education communities.
- Work with Director of Sustainable Hospitality and Director of Continuing Education in developing educational goals, program, and developing content for educational programs and CEU's.
- Work with Mentorship Director in developing programs for use by chapters for building a strong mentoring culture/foundation which will benefit new emerging talent in the industry and future boards/committees for chapters and regional groups.

STEPS TO ACHIEVE GOALS

- Formation of Education Committee to include Directors: Continuing Education, Sustainability and Mentorship and members from the House of Delegates and Board who express an interest in participation plus NEWH Inc. staff. (See committee organization chart)
- Committee mission:
The mission of the NEWH Education Committee is the advancement of education, uniquely focused on hospitality, encompassing environmental, cultural, social and global issues, to its membership while providing the opportunity for continuing education units.
- Core Values:
 - Build a foundation of education which includes workshops, seminars and webinars which address the health safety and welfare in the hospitality industry coupled with the changing needs
 - Involve and engage membership in taking advantage of this opportunity to gain valuable knowledge in keeping abreast of the constantly changing global marketplace as it relates to hospitality
 - Collaboration with industry professionals to offer the most up-to-date information to the membership
 - Provide the opportunity to earn Continuing Education Units in a variety of mediums, making education accessible to all members.
- Branding (online): NEWH EOnline – to be provided by NEWH Inc.
- Concept: Rotating webinar covering all three silos education, sustainability, mentorship. Include social networking platforms to garner interest from young professionals and students including a blog for those who cannot attend the live webinar – commenting and asking questions after viewing recorded

event. Recorded webinar presentations also to be offered as a self-directed CEU option for members and others in the community.

Other programs could include live interviews and presentations, Q & A topics to include professional development, career navigation, portfolio reviews. Professionals from all facets of the hospitality industry – design, architectural, development, owners, purchasing will be valuable ‘subject matter experts’ in sharing their professional expertise and personal career path. This could include a biographical approach to an individual – possibly tie to ICON?

- Trial Launch: A trial launch of the CEU Webinar set for October 15, 2016. “History of Performance Textiles”. Applied Textiles- John Schroeter, speaker; Lorraine Francis moderator
Participants: Education Committee, Sustainable Committee & Chapter Chairs. Purpose is to evaluate internally through presentation to NEWH board level members. Evaluation method - completion of ‘survey monkey’ questionnaire. (See flyer)
- Webinar Goals for 2017: Present two web-based live webinars. Subject matter under discussion.
- 2017 addition of committee members from Education discipline to assist Director of Continuing Education.
- Give assistance as necessary in reviving the Sustainable Directory for purposes of offering another source of education and identifying subject matter experts which will aid in building strong educational foundation for NEWH CEU's and other programs.
- Identify and invite best likely candidates to form a committee to assist Director Mentorship in building a chapter wide program.

LONG TERM GOALS FOR THIS POSITION

- Compile and sustain a hospitality centered comprehensive recorded catalog of CEU's, interviews, panel discussions, biographical presentations.
- Formulate minimum of two and not more than three live web based programs each year.
- Ensure that NEWH offers education formatted to the best technologies available (webinar, live on-line presentations as well as classroom style formats) – constant evaluation of methods and best practices.

NEWH EDUCATION COMMITTEE MEMBERS

Chris Wasmer
Mary Ann Thornam
Lorraine Francis
Sandy Banks
Kacey Sharp
Jessica Wasmer
Brittany Johnson

Louis Ross
 Deb Calkins
 Shannon Vance
 Melinda Peck

Pam Niemann
 Jordan McInturf
 Tony Kortennar

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.

2016 GOALS

- Research and identify continuing education opportunities that are relevant to our membership and NEWH mission.
- Develop educational goals, program, and content for educational programs and CEU's.
- Work with Mentorship Director in developing programs for use by chapters for building a strong mentoring culture/foundation which will benefit new emerging talent in the industry and future boards/committees for chapters and regional groups.

STEPS TO ACHIEVE GOALS

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

the House of Delegates and Board who express an interest in participation plus NEWH Inc. staff. (See committee organization chart)

- Core Values:

Research the content workshops, seminars and webinars which address the health safety and welfare in the hospitality industry coupled with the changing needs
 Provide the opportunity to earn Continuing Education Units in a variety of mediums, making education accessible to all members

In 2017 promote addition of committee members from Education discipline to assist Director of Continuing Education

With the Vice President of Education identify subject matter experts which will aid in building strong educational foundation for NEWH CEU's and other programs.

LONG TERM GOALS FOR THIS POSITION

- Research opportunities for NEWH and independent accrediting
- Assess the success of the current methods of providing Continuing Education to the membership

MENTORSHIP

SANDY BANKS

Job Purpose

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

2016 GOALS

- Plan and finalize details for the first Mentoring Dinner with Carl Ross in January in Los Angeles. We will send invitations for this opportunity to our students and young professionals who have worked in the hospitality field for less than three years. There will be a small charge for the event and the cap will be at about 20 participants.
- Start working to contact new Chapter presidents to plan mentoring events and get dates on their calendars in as many chapters as we can. Outgoing presidents will be a vital part of getting this off the ground.

STEPS TO ACHIEVE GOALS

- Matt DeShantz has agreed to join me in contacting viable mentors from at least three hospitality disciplines in each chapter to participate in our Mentoring events. We will be looking for Design, Manufacturing/supplier, and purchasing.
- Brandon Brockmiller, outgoing President of the LA Chapter, will assist with planning the January event and has expressed a desire to help with additional events in Los Angeles and other locations.
- Once we have an initial Mentoring event and find an optimal program format, we would like to include veteran purchasing and suppliers to our program.
- We plan to have a gathering of the initial participants of each event 6 months after the first dinner to do follow up and assessment of what is working, needs to be added or fine-tuned.

- Will continue to stay in touch with students or young professionals who have contacted me through the NEWH website to keep them involved and supported even when they are not close to a chapter.

LONG TERM GOALS FOR THIS POSITION

- I would like to find a format for Mentoring events that would work for all chapters with only slight variations to the program to accommodate the personality of the chapter and their members. This will make it easier to get events on the calendar and make it easier to plan if we can streamline the invitations, the content of the program and methodology of follow up.
- We should make mentoring one of the most important goals of each chapter. This initiative goes hand in hand with our financial support of students and it is a follow up to getting not only our scholarship recipients but their classmates integrated into our industry with welcoming and open arms. They are dependent on guidance from industry veterans to find their way and hopefully circumvent frustration and make educated choices. We have an additional obligation to support young people who have entered the work force in hospitality from other avenues.

OTHER REPORT ITEMS

- Denver's Speed Mentoring evening. The chapter has now done this event for 3 years and has had great success. The students in attendance were bright and engaging. They are looking for direction and advice and I believe they found much of that in the evening.

SUSTAINABLE HOSPITALITY

LORRAINE FRANCES

Job Purpose

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

2016-2017 GOALS

- Continue to develop/educate relevant information around sustainability to the design community and the hospitality industry as a whole. Achieving this through streamline GreenVoice speaker/engagement process and additional funding to increase the caliber of the speakers.
- Relook at our committees past and what the future can be to metric ourselves, our organization and be transparent to our community. Achieving this through clear defined subcommittee and updated volunteer support & bi-monthly call with action items
- Integrate with more design schools nationally and internationally to keep us fresh, forward thinking and passionate around sustainability. Jane Nichols, High Point University, offers insight to marketing/distribution of NEWH Sustainable Design Competition scholarship. Together with Andrea Thomas and Rebecca Kundysek, we will continue to explore additional scholarship marketing ideas to engage new schools and students.

STEPS TO ACHIEVE GOALS

1. EDUCATE

- GREEN VOICE SESSIONS-
EVENTS: BDNY16 /BDWEST 17/HDEXPO 17
 - a. ALL SPEAKERS AND SESSIONS COMPLETE (SEE ATTACHED FOR BDNY)
 - b. Possible other venues: Greenbuild 2017
- NEWH MAGAZINE 2016- FINALIZE EDUCATION REVELANT TOPICS

Winter 2016: Sustainable Competition 10 yr. anniversary
Spring 2017: Delos: BDNY Green Voice

- UPLOAD GREEN DIRECTORY- GO LIVE BY END OF HD EXPO 2016

This has still been a holding pattern to make sure it makes sense-
Provide NEWH members a comprehensive sustainable hospitality directory for the purpose of identifying and promoting sustainable practices for designers, developers, owners, suppliers, educators, and consumers, in general.

- Support all NEWH chapter's educational events and activities
- 2. TRANSPARENCY & METRICS (STILL IN DISCUSSION)
 - a. NEWH SUSTAINABILITY REPORT 2016 (Metric our organization)
 - b. METRIC OUR MEMBERS FOR FEEDBACK (Survey Monkey)
- 3. DESIGN SCHOOL INTEGRATION VOICE
 - a. CONTINUE TO SUPPORT SUSTAINABILITY STUDENT COMPETITIONS
 - b. Work on better visibility/celebration
 - c. Review Sponsorship benefits
- 4. SUPPORT
 - a. CONTINUE (4) GREEN VOICE SPONSHORSHIPS AND SPRING
 - b. SILENT AUCTIONS (FUNDRAISING EFFORTS)
 - c. MARKET CURRENT EVENTS TO CHAPTER MEMBERS /WEBSITE

REVIEW OF GOALS

1. We are ahead of the game with organizing all the NEWH Green Voices for 2016-2017 (3) industry events
2. 2016 -we have adjusted our committee to get some fresh energy in and look at other education opportunities and synergy: Committee is reviewing for approval of (3) additional Int'l Sustainable Committee members (*must hold a current NEWH membership*):
Adrienne Pumphrey
Julie Brezina
Tracy Barr

THOUGHTS ON 2016-2017

Overall we have a very passionate group of volunteers to support our goals as one voice and see opportunities to influence change that supports our vision for this year and beyond. We have added some new members to support our efforts for 2017. Our biggest achievements for the year are the following:

- Green Voice: Developed a more stream line procedure to bring better speakers to these events
- Fundraising: Auction donated \$5,899.00 in 2016
- Sustainable Competition: Finalized our 2 sponsorships for 2017

VP/DEVELOPMENT

CYNTHIA GUTHRIE

Job Purpose

- Develop and facilitate methods of generating membership and revenue for NEWH, Inc.
- Responsible for the well-being and growth of NEWH, Inc. membership.

2015 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

- Work with and on behalf of NEWH, Inc. to increase awareness of NEWH Conference on a National and International level.
- Align goals with NEWH, Inc. Director of NEWH Conference for increasing awareness of Conference.
- Work with chapters and regional groups to understand the importance of attendance to NEWH Conference – conveying value for self-growth, networking, industry relevant updates

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.
- Review goals and status of NEWH Conference for 2017 with Director.
- Review milestones and conference content – are we on schedule?

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

- Idle for now but still plan to move forward with this initiative in the future....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.
- We look forward to the Membership discipline calls this year. Please be sure to bring this up in your next board meeting and inform your membership directors that it is very important to attend these calls. It is an excellent way to discuss ideas for membership drives and connection to programming. Cindy Andrews our Director of Membership on NEWH Inc. will explore ways to publish these ideas to each chapter... more to come on this.
- Art Melange – More info to come after we get through Leadership Conference
- Leigh Mitchell with provide the latest details of progress for NEWH Conference.
- Cindy Andrews and Jason Stock will report on Membership & Expansion respectively. Specifically Cindy Andrews will share details of our previous breakout session from May IBOD Meeting regarding a national level template to grow membership, increase Chapter Level Business Members and membership initiatives at trade fairs/shows.

MEMBERSHIP

CINDY ANDREWS

Job Purpose

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

We are finding that most chapters are having membership drives monthly at the chapter events to make it more of a “comfortable atmosphere” for potential new members. The more successful membership drives have come from tours of new properties or newly renovated properties that are open to members only. At these events, potential members are encouraged to come and join at the event. This seems to be a kind of “dangle the carrot” angle.

Most chapters are also concentrating more on Student Events. They hold events at the schools or have a student mentor night. At these events they are invited to come and visit with industry leaders in again a comfortable atmosphere. Houston, for example, has seen a big rise this year in both student and teacher membership.

For 2017, HMG/BD is giving NEWH a trial offer. Michelle Finn and I have been working together to come up with a pilot program to benefit ALL membership, NEW MEMBERS ONLY. The offer is as

follows:

Boutique Design is pleased to offer NEWH new* members (December 2016- November 2017) a complimentary conference (including CEU session) and exhibition pass (valued at approximate \$300) to its trade fairs; BDwest, April 5-6, in Los Angeles or BDNY, November 2017 or both. Please visit the BD trade fair sites and use promo code XXXXX to receive you complimentary pass. NEWH supports all industry events and is pleased to make this special offering to help our new members connect with the hospitality industry, in partnership with the Hospitality Media Group.

Another idea for 2017 membership I would like to propose is a broader resource directory for the NEWH website. This would of course be password sensitive and protected through the NEWH Inc office. It would be as follows:

Member Resource Center:

Owners – would have access to all resources

Designers/Architects: On their listing, they would spell out what exactly their firm's focus is. They would have access to Purchasing firms and suppliers.

Example that an owner (only) can access:

Design Poole

Owner: Trisha Poole

Services: XYZ

Projects: XYZ

Contact Information: XYZ

All designers and architects don't work on the same projects. So if

an owner is only looking for a specific type of designer, this would be a great resource for them to narrow down what they need.

Purchasing firms:

Follow the same as designers/architects listings but with access only to Suppliers.

Suppliers:

Everything stays the same as what is on the website now.

I feel it would be another avenue to offer members and potential members to make their everyday lives easier.

MEMBERSHIP REPORT BY CHAPTER

chapter	2015 Year End	2015 Year End w/ Students	2016 to date	2016 to date w/ Students	% of Change since January Meeting <small>does not include students</small>	2016 non renewals		2016 new members/ past returning		voting members	non voting	students
						Students are not reflected						
Arizona	77	94	74	98	-4%	22	28.6%	26	35.1%	65	9	24
Atlanta	287	471	341	559	19%	59	20.6%	92	27.0%	270	71	218
Atlantic City/Philadelphia	61	82	49	78	-20%	15	24.6%	13	26.5%	46	3	29
Chicago	239	380	262	396	10%	55	23.0%	60	22.9%	200	62	134
Dallas	331	515	359	538	8%	62	18.7%	75	20.9%	275	84	179
Houston	134	225	125	230	-7%	26	19.4%	29	23.2%	88	37	105
Las Vegas	146	209	166	238	14%	35	24.0%	56	33.7%	134	32	72
Los Angeles Founding	233	343	254	347	9%	64	27.5%	70	27.6%	188	66	93
New York	402	520	381	504	-5%	110	27.4%	99	26.0%	299	82	123
North Central	157	283	169	291	8%	20	12.7%	28	16.6%	99	70	122
Northwest	201	249	201	248	0%	33	16.4%	43	21.4%	170	31	47
Rocky Mountain	94	127	110	135	17%	25	26.6%	20	18.2%	86	24	25
San Francisco Bay	187	234	196	260	5%	39	20.9%	39	19.9%	171	25	64
South Florida	127	176	144	189	13%	34	26.8%	39	27.1%	119	25	45
Sunshine	217	249	193	230	-11%	53	24.4%	44	22.8%	166	27	37
Toronto	142	186	133	166	-6%	28	19.7%	23	17.3%	97	36	33
United Kingdom	71	72	77	83	8%	25	35.2%	25	32.5%	69	8	6
Washington DC Metro	209	327	227	364	9%	34	16.3%	43	18.9%	166	61	137
Atlantic Canada Region	1	1	3	3	200%	0	0.0%	0	0.0%	3	0	0
Cincinnati Region	0	0	33	65	0%	0	#DIV/0!	13	39.4%	32	1	32
Hawaii Region	12	16	12	16	0%	6	50.0%	4	33.3%	9	3	4
New England Region	99	132	108	131	9%	22	22.2%	27	25.0%	84	24	23
North Carolina Region	80	137	72	113	-10%	12	15.0%	9	12.5%	39	33	41
Orange County Region	78	118	90	128	15%	16	20.5%	25	27.8%	70	20	38
Pittsburgh Region	32	37	37	52	16%	18	56.3%	15	40.5%	33	4	15
Regional Members	61	64	60	67	-2%	12	19.7%	32	53.3%	55	5	7
San Diego Region	19	19	11	11	-42%	6	31.6%	0	0.0%	9	2	0
South Carolina Region	4	4	19	19	375%	0	0.0%	7	36.8%	17	2	0
Vancouver Region	68	122	64	144	-6%	14	20.6%	10	15.6%	42	22	80
edited 04-November-2016	3769	5392	3970	5703	5%	845	22.4%	966	24.3%	3101	869	1733

REGIONAL MEMBERSHIP

Regional Area	2016	2015	2014	2016 Projections
Alabama	1	1	2	
Arkansas	1	1	1	
Asia/Pacific	4			
Australia	2			

Regional Area	2016	2015	2014	2016 Projections
Louisiana	1			
Memphis/Mid-South	18	20	21	
Michigan	9	11	11	
Missouri/St. Louis	5	3	4	

Canada Regional	0	0	2
Caribbean Region	1	0	0
India	1	1	
Indiana	10	3	6
Kansas	3	3	

Ohio	3		
Oklahoma	3	5	7
Spain	1		
Utah	3	0	0
Virginia	3		

NEWH CONFERENCES

LEIGH MITCHELL

Job Purpose

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

2016 PROGRESS TO DATE

- Select 2017 Leadership Conference location and begin research on hotel: Denver selected by EC.
- DONE – Marriott City Center contract signed for February 9-11, 2017
- PR person hired – Phoebe Stein – announcements have been placed in magazines, pins are being distributed. She has also helped with Saturday keynote and an Architecture speaker.
- DONE: pow wow with Trisha, Julia, Phoebe at NEWH headquarters to outline goals for conference
- DONE – Logo and theme selected – Climb on!
- SAVE The Date notification being sent before BDNY
- DONE – sponsorship levels reviewed and ready for BDNY distribution
- Keynotes selected and contracts being finalized
- Becca has provided outline of Scholarship Luncheon
- Marketing efforts have begun

- Evening venues under contract
- Photographer secured
- Saturday adventures finalized – still need sponsors

TO BE DONE

- Owners Roundtable list – need help contacting owners and getting commitments
- 2017 Top ID for panel and president dinner invites.
- Need to finalize Scholarship luncheon
- Still finalizing Saturday lunch
- Identify person to head up sponsorship outreach
- Unique Saturday adventures - need sponsors
- Finalize hotel's menu
- Everyone needs to attend!!!

LONG TERM GOALS FOR THIS POSITION

- Successful execution of 2017 Leadership Conference

DIGITAL MARKETING

WILLIAM STUART

Job Purpose

- Provide marketing communications through Public Relations and online media for NEWH, Inc. and support initiatives and chapter events and programs with international and regional marketing opportunities.

NO REPORT SUBMITTED

2016 GOALS

- Continue to improve upon the newh.org website, providing real content and resources to engage and serve our members.
- We will be rolling out an Instagram account for the Inc level, and begin monitoring and engaging #newh and so forth to make the NEWH brand more relevant to a new generation of members
- Continue to develop templates that allow for ease of communication without eliminating the possibility of customization at the chapter level

STEPS TO ACHIEVE GOALS

- Continue to work with web developers on improvements to the

website

- Hire a graphic designer to help with the templates
- Designate an account manager for the Instagram account and solicit/regram content from online and chapters

LONG TERM GOALS FOR THIS POSITION

- Create meaningful content that conveys the mission of the organization and encourage new members.

OTHER REPORT ITEMS

- In 2015, we succeeded in refreshing the homepage, improving the navigation on the directory, and updating the leadership conference pages. We also built an ad module for the directory pages that will help generate revenue.

VP/INTERNATIONAL RELATIONS – CANADA

CHRISTINE TUCKER

Job Purpose

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

2016 GOALS

- Expand the NEWH mission Canada-wide, increase the visibility/credibility of NEWH.
- Explore and encourage new Regional Groups in other areas of Canada.
- Pursue interest in and keep a look out for leadership in Calgary, Winnipeg & Edmonton see if have further interest to support Regional Group. We had some momentum and membership in Halifax but it has depleted to one member only in the area with no activity. The industry population and geography base for Halifax as a regional or Chapter seems too small to survive.

Quebec language restrictions that we do not meet at this time and have yet to find an individual based in Quebec to assist with implementation for NEWH structure at this time.

- Work with NEWH International to maintain structure and best practices for International Chapters working with NEWH Inc. for continued relations that benefit all parties.
- Build on the Networking opportunities throughout Canada and USA.
- Strengthen membership and relationships with US and UK counterparts.
- Continue to work with NEWH in Vancouver; B.C. has been a

very strong and positive Regional Group with positive experienced board in place for 2016 and continuing in place for 2017.

- Continued growth with other associations in Canada to expand our membership base.
- Partner with Host Milan to expand our visibility and participate in the Host Milan Show Oct 2017, bringing 10 Canadian NEWH members and or guests to the show.

STEPS TO ACHIEVE GOALS

- Working with committee members in Vancouver Regional Group and Committees – Pleased with growth and dedication from current Regional Members.
- We are working with HOST Milan partnering on an International level with Milan, USA and Canada. Invite 10 Canadian F&B related guests to the show as part of NEWH Contingency Oct 2017.
- Currently work with all members in Vancouver & Toronto Chapters to assist in facilitating functions and growth for

NEWH Canada Inc.

- Work with interested individuals in Halifax, Winnipeg, Calgary, and Edmonton to see if have enough interested and committed to start Regional Groups. Currently not enough to support.
- Mentor members to move into the International forum and understand Canada and USA format and structures.
- Work with Canadian and US legal to ensure compliance to all Federal concerns of both countries.

LONG TERM GOALS FOR THIS POSITION

- Work with Chapter’s in Canada to make sure they understand NEWH and the complete offering and keep them involved on an International level
- Keep communication with International office and other Chapters
- Grow membership in Canada
- Continue to encourage and educate succession plan for future members in Canada.

VP/INTERNATIONAL RELATIONS – UNITED KINGDOM

REBEKAH ELLIS

Job Purpose

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

NO GOALS/REPORTS SUBMITTED IN 2016

PAST PRESIDENT

JULIA MARKS

Job Purpose

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

2016 GOALS

- Assist with NEWH Art Mélange Art Curation - complete
- Assist with NEWH 2017 Leadership Conference planning - initial planning complete and turned over to the committee
- Continue working as Past President and support to current President and NEWH Inc

- As Past President I am available to serve on any committee and initiative that the NEWH Board of Directors approves. I welcome any requests for support on chapter or international level events and am available to help maintain our mission in any way that I can.

EXECUTIVE ADVISOR

HELEN REED

Job Purpose

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

2016 GOALS

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

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

NEWH AMBASSADORS

MICHELLE FINN/DEBORAH HERMAN/JORDAN MCINTURF/ELIZABETH MOORE/STACY RAUEN/MICHAEL SMITH

Job Purpose

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

NO GOALS/REPORTS SUBMITTED IN 2016

NEWH STAFF

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

2017 BOARDS

OPEN Board Positions on your Ballot that are now filled –

- Vote them in at your 2017 January board meeting and record in minutes (but invite them now to your 2016 board meetings for easy transition).
- Email julie.hartmann@NEWH.org at the INC office to update their member record.

Appoint 2017 Chair Positions at January Meeting –

- 2017 Board to Appoint and Vote in each Chair position and record in minutes.
- Email julie.hartmann@NEWH.org at the INC office to update their member record.

Mandatory Discipline Calls – Remind ALL board directors to participate in the mandatory discipline conference call for their respective position. These calls take place in November and December prior to the New Year. Board members must participate in order to serve on the Chapter Board of Directors.

Ensure a Smooth Transition into 2017 – include those new 2017 board members in your end of year (Nov/Dec) board meetings so your current board members can mentor the new members. The new board members can see how the board meetings operate and will have the opportunity to ask questions of the current board member in their position to ensure an easy transition to your new board.

Webinar Board Training – All chapters not due for in-house board training are encouraged to hold a training webinar. Plan and schedule now with your 2017 Board of Directors. Typical time is 6-7 hours. Contact jena.seibel@newh.org to schedule.

Board Contact Information – If you have moved or changed jobs, please notify us immediately so we can update our records.

Chapter Business Plan – Presidents and VPs – now is the time sit down with each of your 2017 directors to put together goals for the year. Include these in your chapter's 2017 business plan.

Chapter Budget – Start putting 2017 budget together now in order to approve at your first board meeting in January. If there is not an approved budget in place, all expenses must be voted upon until the budget is approved. Remember, it is not up to just a few board members to create your budget, each director should be turning in their budget according to their discipline to the chapter treasurer who then includes in master budget.

MEMBERSHIP

Dues Renewals – Many members have an early January dues date. Get a membership renewal committee in place to call those on the dues report who have an upcoming dues date or those who have recently lapsed who have not yet renewed. Encourage them to renew online (Renew your Dues link is on the top menu of the NEWH website) and personally invite them to your next chapter event. Your goal – to RETAIN the members you have! If you are a board member, be sure your membership is current!

Membership Drives – Each chapter should plan to have one membership drive annually. If you are offering a discount membership as incentive to join, please remember that it only applies to new members, it does not apply to renewals or past members. We will verify eligibility in NEWH office. Please be sure to have your new member fill out an application including payment information and send to Kathy within a couple days of the event. When setting a discount, keep in mind that with

discounted memberships, as with all memberships, NEWH, Inc. portion is \$75.

Attracting New Members / Retaining Members – As you start planning your 2017 event calendar, make your events inviting and intriguing to members and potential members to attend. Everything revolves around programming. If your programs are content rich, people will want to attend. Not sure what members are looking for? Conduct a member interest survey and ask your members what they would come to and what would make them join (contact Diane at the NEWH, Inc. office to set this up). Another great resource is to participate in the quarterly conference calls for your discipline to find out what others chapters have had success with as well as read chapter reports in the board packet.

Member Approvals – Please be sure to approve new applicants in a timely manner and let Kathy know within 30 days and welcome them within a couple days of approval. People are anxious to know that they are approved and look forward to being involved!

EVENTS

Leadership Conference: Chapters should be finalizing who will be attending the Conference from their board of directors and budget allowed per person. Jena Seibel emailed a form in October to the Presidents and VP's of the chapters in regards to registering these attendees. If you need the form or more information please contact jena.seibel@newh.org. Prices do increase on December 1st for all events.

Event Calendar – as you set your 2017 calendar, forward your dates to Diane in the NEWH Office to put on your chapter calendar. Many individuals look at the online master calendar when deciding on business travel dates and plan accordingly so they can attend another chapter's event, have that information available to them.

Holiday Events – as your chapter/region is planning holiday events, please remember that NEWH is not in the business of throwing parties. If you are planning a 'gala' or 'black-tie' event with a high ticket price, your event will be slated as a fundraiser and will be expected to bring in 25-40% net proceeds from the event. If you are planning a program with a moderate ticket price (\$30-\$40) be sure your event has a programming aspect to it (tour, panel discussion, speaker, etc.). Networking holiday events are fine but should be planned as such - no-host bar and/or low (\$10-20) ticket price and no/low sponsorships to cover appetizers.

Planning your 2017 Events – To avoid board burnout, focus on a few high quality events instead of many events. Fill in the other months with simple sundowners or no host/no sponsorship networking events at local establishment that perhaps were newly renovated - see if they will offer tours.

Online Attendees List – Want to know who is signed up online? Email julie.hartmann@NEWH.org (only those NEWH members working on the event will receive the list)

Corporate Partner banner – A 2017 corporate partner banner will be sent to the President in January and should be at all events. Remember to thank partners as well as individual event sponsors. Slides are available of the partner logos to incorporate into event sponsor power points running at events. Request through Diane.

NEWH Regional Tradeshow – 2017 shows are scheduled. To request a show for 2017 please email jena.seibel@newh.org

Sponsorships Many chapters have had success in putting together

annual sponsorships and emailing to potential sponsors as companies are working on their budgets for next year. You can find examples under Programming/Fundraising area in the Board Resources on the NEWH website, or email Diane. For fundraising events or limited tickets events especially it is great to allow NEWH Corporate Partners first chance at sponsorship. Please email info to jena.seibel@newh.org and Jena will email it to the contact list of partners. Ideally this is sent out a few days prior to it going to general vendors.

Do you know someone not receiving emails? Let Diane know – she can track the individual email address to be sure it has not bounce or been unsubscribed.

2017 Regional Tradeshow dates are being finalized and will include Denver Product Showcase, Orlando, Hawaii, London, San Francisco, Chicago, Minneapolis, and Seattle. If you are interested in hosting a show in 2018 please email jena.seibel@newh.org.

SCHOLARSHIP

- **Scholarship applications:** Student may now apply online for NEWH Chapter scholarships. Determine with students and colleges the best time to: release, submit and award scholarships. Update your college list annually to ensure scholarship announcements are communicated appropriately. Ask vendors who travel to make school visits, meet with student groups or educators and educate them on NEWH.
- **Recruit Committee Members** – Form a scholarship committee! Recruit others for simple tasks, such as: updating school list contacts, delivering flyers/applications to colleges, hold a meet and greet with professors and students or help review incoming applications. Don't forget... educators like to be involved as well!
- **Students are our future:** Students and full-time educational professionals can join NEWH for FREE! Students may apply for NEWH Chapter scholarships and NEWH, Inc. scholarships. Find student representatives to serve as liaisons to colleges in your territory to promote scholarship, membership, chapter events and mentoring to student groups and educators. Engage past recipients to serve on the board or a committee.
- **Awarding scholarships:** Awarded scholarship funds must be made payable to the students' college and mailed directly to the college (never to the student). Educate your scholarship committee on NEWH scholarship criteria when selecting your winners. Ensure that applicants have applicable debt through their college for tuition or program approved books/supplies; if this is not clear verify details with the student or college prior to awarding. Fundraising dollars raised this year will be applied to the following year's scholarships. Awarded scholarships should not exceed 50% of the scholarship account. Submit your Scholarship Check and Report Form to NEWH, Inc. office within 30-days of selecting your winners.
- **Is the NEWH Mission in What you Do?** – At every event, announce the importance of NEWH's mission of scholarship and education, why you volunteer, why you raise money, it's about scholarship and education. Invite students to speak, present, or have a special part in all of your events. At your event check in table have a small sign listing your latest scholarship recipients.
- **Leadership Conference:** Chapters may send up to 2 students/past recipients to Conference and may use Admin or Scholarship funds to pay for student travel, lodging and conference pass – if this wasn't in your 2016 budget the expenses would need to be voted on. Prices do increase on December 1st for all events. Give your involved students a

boost to "get" NEWH and further their education and industry connections.

WEBSITE/SOCIAL MEDIA

Please review your chapter pages on the website. Your chapter board is responsible for making sure your chapter pages are up to date. If you'd like different banner photos, send them in! Remember: Your chapter-landing page is the first place someone visits to find out about your chapter so sell your chapter here! Why should someone join your chapter? What do you have to offer? What exciting events are you planning? Want to share how successful an event was or market an upcoming event? Send us your requests and make it exciting! Visit your pages often to make sure they are up-to-date – the more current your pages are, the more visitors you will have on your site. Forward any chapter page updates/requests to Diane Federwitz.

Social Media Update –

Facebook: Each chapter has their own Facebook page that is linked to the NEWH Twitter account. When you post on FB, it is automatically tweeted. Please be proactive and keep your FB current with chapter happenings.

Instagram: If your chapter has an Instagram account, let Diane know your account name/password. She can add the Instagram link to the bottom of your email broadcasts.

LinkedIn: Chapters can establish their own LinkedIn account. Please send admin access to NEWH, Inc. office to have on file in an event the chapter admin is unavailable/unreachable.

Twitter: NEWH Inc. has one main Twitter account. The Twitter account is linked to all our chapter Facebook pages, so as event notices are broadcasted out, they are automatically posted on chapters' Facebook pages which are then linked to the one NEWH, Inc. Twitter account and tweeted. All Facebook posts are automatically tweeted to the NEWH Inc. Twitter account so please put your chapter name in any Facebook posts you make (i.e. 'NEWH/San Francisco thanks its event sponsors') so those following the NEWH Twitter account know which chapter the tweet is for (i.e. do not just post 'come to our event').

FINANCE

- **1st Enterprise Bank**
 - EFT transfers are done to reimburse for membership dues quarterly.
 - EFT event reimbursements within 30 days of the event.
 - 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).
 - **GoPayment Readers**
 - Makes onsite transactions run much smoother. **Guarantees receipt of funds.**
 - Items lists can be created to save on typing in the memo description. Contact Julie Buntrock for assistance in development.
 - Chapters can run credit cards for sponsorships.
 - o Very important to fill in **BOTH memo fields** – alleviates unidentified funds and will help your participant identify what the charge was for.
 - **QuickBooks Online**
 - Easy way to stay on top of your Chapter Finances.
 - Hand written checks and deposits should be entered into QuickBooks right away as this is a live stream of information.
 - 2017 training is underway including Chapter President.
- Deposits –*
- o Sending the deposit to NEWH, Inc., NO CASH should be sent. We suggest having 2 people count

the money and either write out a personal check or get a cashier's check.

- Remote Business Deposit electronically deposits checks for same day credits.
- Mailing a deposit directly to the bank, make copies of checks you are depositing for your backup.

- **NEWH, Inc. Acting as Chapter Treasurer**

- All Chapter Events must have an online RSVP.
- All check remittance must come to the NEWH, Inc. office for deposit.
- All onsite transactions must be processed with the GoPayment reader at the event.

- **Chapter Statement & Financial Reports**

- Bank statements are scanned and emailed to whole Chapter Board monthly (NEWH, Inc. receives them mid-month).
- Financial reports are emailed to whole Chapter Board after the monthly statement has been reconciled.
- Accounting is Cash Basis (fiscal year).
- Inquiries regarding the statements or report – please contact the NEWH, Inc. office.

- **Chapter Budgets**

- Regularly compare your budgetary figures to your actual financial activities. 2017 budget development should be in early stages.
- Monitoring the budget will keep you financially stable. These figures should sync with all event budgets.

- Have budget handy at monthly board meetings.

- **Miscellaneous**

- Chapters may not have a credit or debit card.
- Membership Dues are ONLY collected by NEWH, Inc.
- 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.
- **Results of Activity Reports (Programming and Fundraising Events):** Must be returned to Julie Buntrock or Julie Hartmann within 45 days post event date.

Feel free to contact the NEWH office if you have any questions.

Questions can be directed to:

- President/VPs/Delegates – Shelia Lohmiller or Diane Federwitz
- Treasurer/Finance/Insurance – Julie Buntrock
- Secretary – Kathy Coughlin
- Membership – Diane Federwitz or Kathy Coughlin
- Scholarship/Education – Nicole Crawford
- Programming/Fundraising – Diane Federwitz; Event RSVPs – Julie Hartmann
- Regional Tradeshow/Corporate Partners – Jena Seibel or Mary Phalen
- Sustainability – Nicole Crawford
- Website/Newsletters – Diane Federwitz
- Other questions – just call, we would be glad to help

ARIZONA

Holly Johnson & Shannon Vance, delegates

chartered May 5, 1995

MEMBERSHIP

Rachel Volk

Through the membership drive and events, we have been able to recuperate lost members and slightly increase the overall general membership. In addition to the student and faculty membership grew tremendously from the Wine and Dine event. The increase resulted in 15 new members from the culinary industry. There is a lot of interest from various prospects that we hope to convert to new members before the end of the year.

PROGRAMMING

Katie Byrnes

The Arizona Chapter 2016 Calendar:

- January - Board Dinner
- February - Membership Event
- March - Plant Tour or Sundowner
- April - Dining Under the Stars Fundraiser
- May - HD Sundowner
- June - Harkins Tour
- July - ICM Clothing Bank Philanthropy Event
- August - Applied Textiles CEU
- September - Sundowner
- October - 9 & Wine Golf Tournament Fundraiser
- November - Holiday Sundowner
- December - Christmas for the Troops Charity Event

The Arizona Chapter 2017 Calendar:

- January - Board Dinner
- February - Membership Event (Phoenix, Tucson, and Flagstaff)
- March - Wine and Dine Under the Stars
- April - Programming Tour or CEU
- May - HD Sundowner
- June - Programming Tour or CEU
- July - UMOM Community Service
- August - Program Tour or CEU

- September - NEWH Honors
- October - 9 & Wine Golf Tournament Fundraiser
- November - Programming Tour or CEU
- December - Christmas for the Troops Charity Event

SCHOLARSHIP

Kristin Wolfe

The NEWH/Arizona chapter will be awarded the following scholarships in May 2016 totaling \$5,000:

- Juan Augilar received \$2,000 to Phoenix College
- Sylvia Martin received \$1500 to Art Institute of Phoenix
- Antonio Padilla received \$1500 to the Arizona Culinary Institute.

FUNDRAISING

We are just wrapping up our 2nd Annual NEWH 9 & Wine Golf Tournament Fundraiser that was held on October 11, 2016 and it was a very successful event. The event was featured at Top Golf this year with a record turnout. The funds we raised will go towards scholarships awarded in 2017.

OTHER CHAPTER HIGHLIGHTS

The Arizona NEWH Chapter had its annual strategic planning session in August 2016 and we have set some very high goals for the year of 2017 to increase our membership and awareness in the community. This includes multiple membership drives and a round table discussion between interior design professionals and interior design students.

ISSUES THAT CHAPTER WOULD LIKE HELP WITH

We still seem to be having some issues with NEWH Inc emails not being received by all members of our chapter. This is still a current issue that was also included on the report I submitted in April

Staff Note: If you know of someone not receiving emails let Diane know as soon as possible – she can track the individual email address to be sure it has not bounced or been unsubscribed.

ATLANTA

Kelly Bowen & Tony Lopez, delegates

chartered May 5, 1995

MEMBERSHIP

- On October 18th we are offering complimentary professional headshots to all or our members, we are also offering complimentary entry to the upcoming hotel tour, non-members are charged \$15/person.
- We are still trying to figure out how to increase membership both with designers, design firms, and past members. We have enough suppliers and reps but we need ideas on how to increase the above. I feel we need to come up with more member benefits to attract and keep members.

PROGRAMMING

- On August 16th – NEWH Atlanta hosted a hotel tour at the recently renovated Hotel Indigo. The hotel architecture was originally designed by the iconic John Portman. The interior design was renovated by HBA, an interior design firm based in Atlanta. It was a very successful hotel tour
- On October 18th – NEWH Atlanta is hosting a hotel tour at the brand new AC Phipps. The architecture designed by Cooper Carry, and the interior designed by DCI, both local design firms. We are very excited about this tour and believe it will be very successful

SCHOLARSHIP

- On December 1st – NEWH Atlanta is hosting our joint

scholarship gala & holiday soiree. This will be the first year these events will be listed as a fundraising event. Separately both of these events have been very successful, we expect a great turn out joining these together.

- The scholarship committee is on track and the timeline is going very well. The committee met last week to review the scholarship entries and are in the processes of selecting our winners.

FUNDRAISING

- On June 23rd - NEWH Atlanta hosted our annual Bowling Fundraiser event. Although we had a large number of attendees and the event was enjoyable, unfortunately we did not meet our fundraising goal monetarily. We need to discuss either raising the fees or changing the event all together next year
- On September 20th – NEWH Atlanta hosted our Annual Golf Event. This event was a hit. We exceeded our fundraising goal! We plan to keep this going next year
- On December 1st – NEWH Atlanta is hosting our first joint Holiday Soiree & Scholarship event. This will be our third fundraising event for the year.

OTHER CHAPTER HIGHLIGHTS

- Community Service - on November 3rd NEWH Atlanta will host our annual community service event making sandwiches for the homeless

- Discover at ADAC – on September 26th NEWH Atlanta joined ADAC’s product tour and networking event to promote our organization.

ISSUES THAT CHAPTER WOULD LIKE HELP WITH

Programming – understanding how much is ok to raise and spend on programming events. We are finding high food & beverage minimums for restaurant happy hours and hotel tours.

Staff Note: Happy Hour cost should be closely monitored as they should run as a simple networking event in which people come and purchases their own drinks and some appetizers if they would like. Many chapters have had success in putting together annual sponsorships and emailing to potential sponsors as companies are

working on their budgets for next year. You can find examples under Programming/Fundraising area in the Board Resources on the NEWH website, or email Diane. We would suggest to stay under \$750-\$1000 for sponsorship for appetizers and this should be broken perhaps into 3-4 \$250 sponsorships to allow even smaller companies the option to sponsor. High quality programming events which may include a tour and a panel discussion will entail a bit higher sponsorship. Because it is high quality sponsorship should be easier to obtain and perhaps it is 4, \$500 sponsors or similar. We do understand cost will may be higher for a tour/ and or panel therefore feel free to call Julie Buntrock to discuss cost and sponsorship options for different events.

CHICAGO

Jen Conley & Katie Popp, delegates

chartered August 12, 1991

MEMBERSHIP

In Q2 we had 5 new members voted in and 8 student members added to the Chicago membership totals.

PROGRAMMING

The highly anticipated large hotel tour of the LondonHouse has been scheduled for this November, followed by the favorite Toys for Tots event at Zanies Comedy Club in December.

SCHOLARSHIP

The award recipients have been decided for the 2016 year and were announced at our fall Bootleggers event in October. The Chicago chapter had a record of 30 qualified applicants this year and gave out \$45,000 to 9 students, which included a special

\$5,000 scholarship from Simeone Deary. This was the first year in a while that the timing of the scholarship award for Chicago was changed from the spring to the fall. The goal was to increase applicants and we feel as though that was accomplished.

FUNDRAISING

Chicago’s annual Summer Social fundraising event was held in July and was a great success, raising over \$15,000. The third and final fundraising event for Chicago this year was Bootleggers Bash. The event was held October 13th and featured a silent auction. Most importantly, the 2016 scholarship recipients were honored during this event.

DALLAS

Jodi Johnson & Leslie Wynne, delegates

chartered August 12, 1991

The NEWH Dallas chapter has continued to celebrate our 25th Anniversary year with style! This summer we had a wonderful tour of the newly renovated Hilton Garden Inn Downtown which also included a CEU as well as a networking event at the Farmers Market led by our programming team. We also kicked off our E3 mentoring event which was a huge success! We are looking forward to our upcoming scholarship awards dinner and fundraiser later this month.

successful. We have had several hotel/restaurant tours over the last few months to explain how all the design decisions and hurtles were made along with having manufacturers who were involved in the project to sponsor the event. Our most recent event was at the newly opened Dallas Farmers Market to support local businesses and in order to attend you had to bring a canned food item. Our holiday tour will be our next big event that also supports Toys for Tots.

MEMBERSHIP

- The Membership Director and Chair has been focusing not only on increasing our general membership, but has already increased our Business Chapter level. The goal is to begin approaching design firms and showrooms to take advantage of this level.
- The Board Buddy program has continued to be a great tool for Board Members to help new members navigate NEWH and all we have to offer. This program has been updated and revamped within the past few months to help ensure we, as a board, have not let anyone slip through the cracks.
- We still maintain a very strong presence at the universities in our territory and continually are pleased to see an increase in our student level memberships. We recently completed school visits to various colleges and received around 15 new student members just this month along with getting a few students. When students attend our events, each board member makes them feel welcomed and genuinely glad to see them.
- The second annual Membership Golf Drive was held last back in March at Top Golf. The drive was able to increase our chapter roster to approx. 500 members from 460, and we are proud to say we have maintained over 500 members since March. The event was well attended and we are excited for our new members to get involved with our local chapter.

- After receiving feedback from attendees throughout the year, the Toasting Tuesdays will occur only twice during 2016.
- Our programming events continue to have a nice balance of designers/purchasing agents and reps/manufacturers, yet we are still working on getting more ownership groups along with principals to our events.
- Discussions continue about the possibility of offering CEUs during a programming event (paid by sponsors/manufacturers). However, as a board, we need to ensure we continue to be inclusive and not exclusive such as IIDA and ASID. The offering of CEUs may occur during our RTS in October or during a summer event to get better attendance.



SCHOLARSHIP

- We were fortunate to have many wonderful scholarship applicants again this year. Scholarship recipients were selected earlier this year by our wonderful Scholarship director, chair, and interview committee.
- The Dallas chapter continues to have a very healthy scholarship budget and will more give way a record \$32,000 in

scholarships as well as a special 25th year anniversary scholarship. We will keep the amount a surprise until it's announced at the Scholarship Dinner with recognition will be held in conjunction with the Life of Design Fundraising event on Friday October 28th

FUNDRAISING

- Both the Director and Chair appreciate the importance of our fundraising event and we are all looking forward to another successful combined event this year with LOD and the Scholarship Dinner. Both of them have been working extremely close with their respective VP.
- The LoD/Scholarship Dinner event will be held in conjunction with our RTS on Friday October 28th. This is our 25th year anniversary so it will be formal attire.
- The Director and Chair will be researching and revamping our LoD event to be relevant and attract ALL types of guests....principals, designers, manufacturers, sales reps, students, owners.....
- The Director and Chair decided to not move forward with the chair competition this year as the designers are in need of a break. The committee has created amazing local items to action off the night of the event to raise additional money for scholarship. We are happy to announce the event has been sold out for several weeks and they have raised approx. \$70,000! We are excited to see the final money raised after the night's event.
- **MENTORING (E3)**
- We kicked out our mentoring event this July with a wonderful

- group of young and anxious junior designers and purchasing agents who were ready to ask questions and soak up knowledge from our wonderful panel of experienced professionals.
- Our 2016 board voted on wonderfully talented and experienced designers and purchasing agents who we felt would be out-standing role models to our up and coming generation. Even though everyone is extremely busy right now we had an overwhelming response from these professionals who were more than willing to give up their time to spend mentoring these young professionals.
- We had a lovely kick-off lunch in July where we set up a round table format so mentees would have the opportunity to get to know the mentors and vice versa. After the event each mentor was pair with 2 mentees to guide over the next 6 months. Many have gone out for lunch, dinner, and shared phone calls and emails getting to know each other.
- The 6 month event will conclude in January with that fun team design event. Although the mentor/ mentee commitment will be over we hope these relationships will last much longer.

LAST BUT NOT LEAST

The NEWH Dallas Chapter continues to celebrate our 25th Anniversary throughout the year. We have had a wonderful 9 months and are looking forward to our special black tie event later this month where we will not only honor our scholarship recipients but our wonderful past leaders who have helped pave the way for not only the present, but also the future. Our Dallas hospitality community is fortunate to be comprised of past, present, and future members of NEWH who continually participate.

HOUSTON

Toby Artman & Kacey Sharp, delegates

chartered February 17, 1992

NO REPORT SUBMITTED

LAS VEGAS

Rachel Daus & Heather Lloyd, delegates

chartered March 26, 1991

MEMBERSHIP

- As of Oct 2016 we have 233 members, 12 Chapter Level Business Members. This is an increase of 32 members and 4 chapter level business members in the last 6 months!
- We are excited to report that our Chapter board members/directors are more diverse than ever and include designers, purchasing agents, ownership, students and vendors. This is a wonderful growth and energy for the board and involvement in our chapter.

PROGRAMMING

- Board members are assisting in "marketing"/spreading the word about events on a consistent basis to increase interest/attendance!
- We have begun requesting sponsorships for all events including Thirsty Thursdays, which have been successful thus far.
- Finding hot new venues to showcase and tour is helping increase attendance.
- We have dates pre-planned for the year to assist in providing ample notice to attendees and increase turn-out.

SCHOLARSHIP

- 7 scholarships were awarded for 2016.
- We received 15 applications
- (3) Culinary
- (5) Hospitality/Hotel Administration/Management
- (7) Interior Architecture Design/Architecture
- As of Sept. 2016 have \$71,660 remaining in our scholarship

- account.
- Goal for 2017: Post scholarship information in all the school advising centers and main offices for more exposure and make it to more class rooms at UNLV and Art Institute for quick presentations.
- We will honor 2016 scholarship recipients at the Hospy Awards by printing their bio in the program and allow each student to speak at the event on stage. We believe this will be a great way to honor the students among our members during the event and potentially assist in generating more scholarship donations.

FUNDRAISING

- We hosted a successful GLAMPING event in June with over 200 attendees. This was a massive growth from trial Glamping of 40 people in 2015 and great start to growing the event and fundraising for 2017. 5 design teams created competition chateau designs which were assembled at event and utilized in weekend activities. Several architectural firms participated in the "Burning Glam" sculptural burning structures for bonfire event which created a great sense of community among Las Vegas design firms. Winners of the competition will be announced at Hospy Awards in November.
- We will continue making Hospy a primary fundraiser. We are revising the Hospy format for 2016 to generate maximum return and minimize expenses.
- Last year was our first launch of Owners' Round Table event hosted the morning of the Hospy Awards. Ticket sales are in

addition to the Hospy awards enabling us to generate additional sponsorships and revenue. The round table was successful last year and gaining great momentum for 2016.

- We have been requesting sponsorships for every program event so the event costs are covered.

ISSUES THAT CHAPTER WOULD LIKE HELP WITH

- Continued branding from National to end-users, so there is awareness of who/what NEWH is.

LOS ANGELES

Tammy Adams, & Jonathan Kaler, delegates

founded October 1984

MEMBERSHIP

- Our chapter has a steady membership of 330 – we've had 46 new members added YTD. We are working with our recently lapsed members to bring them back into the fold. We are finding that the \$140 cost for a yearly membership is very difficult to pay. We are hoping to get more manufacturers and/or representative firms to sponsor the designers.

PROGRAMMING

- We launched 2016 with a Glass Blowing demonstration/ tour at InLight in Gardena. Followed by a happy hour / school supply collection for "A Child's Dream" in Downtown LA at the Pattern Bar. In June we hosted our annual membership bowling drive at Bowlero in Culver City. In August we hosted another fan favourite Paint Part, since it's so popular it will be another annual event. Coming up in October will be our annual Gala, and concluding the year we will have a networking/Christmas in event in December.

SCHOLARSHIP

- After receiving 22 very qualified applicants, our chapter is awarding a total of \$40,000 in scholarships to 7 lucky recipients. Our Scholarship winners came from all aspects of the Hospitality field.

FUNDRAISING

- We are working on the Gala now. Our 2016 Gala will be on October 15th, location is at the Beverly Hills Hilton Hotel in Beverly Hills. Everyone is really excited about our prestigious venue. We will have a silent and live auction as well as raffle tickets. We normally have our Gala in December, but made a decision to move it to October since there are too many conflicts in December due to the holiday season.

- Our 2016 themed night called "Bestie Awards" is something different for us this year. We are giving away 4 different awards that involve our designer community input by a Survey Monkey.

OTHER CHAPTER HIGHLIGHTS

- We have added some wonderful new people to our 2016 board and have continued to add them as we have open positions. Lots of great ideas and they are all making it happen.
- Our chapter has created a sustainability newsletter that is emailed to our Chapter members on a quarterly basis. The newsletter is called, "GreenSourceLA." Key goal of the newsletter is to keep it focused on Los Angeles with specific sustainability updates and tips that also include a "green product spotlight" section to highlight vendor sustainable product releases.

ISSUES THAT CHAPTER WOULD LIKE HELP

- Membership Junior Designers. We need the energy of the younger designers who are the life blood going into the future. We are looking to make it easier for our members to join and grow us into the youthful and vital chapter that we need to be!
- Respecting the Past – Accepting the Now and Becoming the Future.
- We need younger members.
- Getting Reliable board members.

Staff Note: Show the benefit of membership to the Jr. Designers. Include them in mentoring/student events where they get to see the mission of NEWH at work. Encourage them to join a committee so they can network with other Senior Designers on your board. If they are brand new, they may qualify for the Associate membership as well.

NEW ENGLAND

Beth Doehner, Steering Committee Chair

(originally chartered November 4, 1992)

MEMBERSHIP

New England Membership started 2016 with 104 and, at present, has climbed to 134. One issue we have with membership is convincing people of the value of membership. While the membership fee is relatively small at \$140, with only 4 events per year, the savings of "member" tickets vs. "non-member" tickets does not equate to the yearly membership dues. That said, we have consistent event turnout from non-members and our membership team has done a good job in converting active non-members to membership status.

PROGRAMMING

- Portfolio Review – March: This 2016 kick-off event brought together students and design professionals in a mentoring environment. The event was held in the offices of CBT Architects, one of our 2015 Top ID winners, and was catered by an outside vendor. Five of the top hospitality design firms in Boston each had a table and the students visited with each design firm in a "speed-dating" style format.
- Rock N' Bowl – June: Designers, students, and vendors got together for a social evening of bowling and billiards.
- Sunset Cruise – September: An annual sell-out event – a

sunset cruise through Boston Harbor. This event attracts designers from the farthest reaches of the region and is well attended by vendors as well.

- Holiday Gala: 2016 will be hosted at the newly-renovated Hotel Commonwealth. Guests will have the option to participate in a hotel tour at the start of the event. Included in the evening will be DJ entertainment, dinner, and the awarding of TopID and Scholarship.

SCHOLARSHIP

- This year, we have awarded two scholarships to local students. The first was awarded to Shelby Elwell from Endicott College who is working towards a degree in Hospitality Management. The second was awarded to Amy Lipinski from the University of Massachusetts who is pursuing a degree in Hospitality and Tourism Management.

ISSUES THAT CHAPTER WOULD LIKE HELP WITH

In 2017, we will have a new Steering Committee Chairman and a new Programming Chair. As these are the most demanding roles on our board, they will be leaning on the support of NEWH Corporate as well as their peers in other chapters.

NEW YORK

Morgan Brody & Lauren Ritter, delegates

chartered July 23, 1991

NORTH CAROLINA REGIONAL

Karen Appert, Steering Committee Chair

NO REPORT SUBMITTED

NORTH CENTRAL

Westin Hammerstrom & Annette Lucille, delegates

chartered December 11, 2000

MEMBERSHIP

We had our annual membership drive in May once again at Memory lanes bowling alley, where we had several lanes sponsors and gained some new members! Overall numbers have shifted to more Associates which is great, but we also need to focus on adding more student and general members. (*see staff note regarding Associate members)

Current Membership Totals:

Associate: 64, Chapter Business Courtesy Member: 12, Chapter Business Member: 8, Chapter Level Business: 6, Corporate Partner Courtesy Member: 8, Corporate Partner Member: 1, Education Professional: 16, General: 48, Honorary: 1, Student: 122

Grand Total: 286

PROGRAMMING

With a number of fun events held throughout the year including a distillery tour, bowling of two kinds, new hotel tours, and an amazing stadium tour & behind the scenes look at USB stadium in September, we've had quite the year. While still planning some main events for 2017, we hope to raise the bar even further for our members.

Once again the "In the Spirit" event we plan to hold in December will bring together culinary arts, professional designers, and student scholarship award winners, all for an interdisciplinary professional affair. This will be the 2nd consecutive year and we will look to continue this event for years to come, thanking our sponsors and members alike.

SCHOLARSHIP

Portfolio Event

We had 41 participants for our Student Portfolio event held February 16 held at Atmosphere. We had 4 students submitting entries for our Student Portfolio Competition this year. We had a nice mix of business professionals (12) and students (29) attending from 4 different schools: Alexandria Technical College, Dunwoody, University of Wisconsin-Stout, and University of Minnesota.

Speed Mentoring Event

- Our Speed Mentoring event was held October 5, 2016 and co-hosted by Fluid Interiors and Kimball. This event focuses on exposing students to industry professionals on a more individual level. We had had good student participation this year, but very low turnout on professionals. We had students from 3 schools attend (Alexandria Technical College, University of Wisconsin-Stout and University of Minnesota). We only had one practicing designer to mentor and the rest were manufacturer representatives some with previous design experience. I hope to encourage better participation on both students and professionals next year.
- We made a point to promote our current open enrollment for the Student Scholarship application process.
- We hope to keep engaging students in NEWH and, also continue to get teaching professionals involved as well. We always have a goal to increase the participation in our scholarship as well as increase the monetary value of each scholarship
- Would like to make sure board sends out thank you to the sponsors for their partnership.

Scholarship

- Our scholarship is currently open for applications. Currently we have 5 students that have applied. Scholarship application closes October 15.
- We have 2 awards this year \$3500 and trip to attend 2017 leadership conference in Denver (includes airfare, hotel and conference attendance and a \$2500 award.

General Comments

- We have worked hard to do a better job connecting with our students via social media, school representatives, etc. We are still having a hard time connecting with students from farther out locations like SDSU, NDSU and Iowa State. I would encourage a connection with a professional and student representative at each of those colleges if possible. Still not seeing representation from other close proximity schools (Dunwoody and St. Catherine's). Have met with professors from both schools.
- Brandie Adams from KnollTextiles will be taking my board position for 2017-2018.

TREASURER

- We are way in the black for both our Admin and Scholarship Accounts with healthy amounts to move forward with creating Chapter Budget for 2017.
- We our meeting to discuss the final budget for 2017 soon and are looking forward to our events we have planned in the coming year.
- We have had full sponsorship of all events thus far this year and are hoping to continue this trend again in 2017 with continued growth and support for our local NEWH chapter.

SECRETARY

As the new NEWH North Central secretary (Lindsay Tomski) for the 2016-2017 term, I intend to record, document, and organize the chapter activities in order to provide a historical source of knowledge for board members in the immediate and long term future. I will also actively encourage the NEWH Mission by participating and promoting networking opportunities and organized events that result in more scholarship, education leadership, and business development in the hospitality industry. In addition to performing my major responsibilities as secretary that include but are not limited to attending all board meetings, taking notes, recording motions, performing roll call, and submitting meeting minutes, I will also ensure I have extensive knowledge about the by-laws and regulations for NEWH meetings so that I may act as a knowledge resource for my board member peers. This will ensure we are acting in compliance with the nationally established NEWH rules and regulations. If desired by the rest of the board members and chapter leaders, I will also generate and share additional data compilation graphics and documentation resources that visually compile, organize, and clearly present both historical goals achieved and future goals generated as a progress report. Data organization compiled in this fashion could also help to represent and North Central achievements and goals to industry contacts and perspective North Central participants.

VICE PRESIDENT - ADMIN

With upcoming planning meetings, board training with Inc, the

leadership conference in February, and a Minneapolis tradeshow to plan for 2017 we've got lots to look forward to in the coming months. I (Westin Hammerstrom) will continue to plan for 2017 events and welcome new board members for several key positions. We are very happy to have a full board for 2017!

2017 Goals

- As president I hope to help develop new and build on current strategies along with fellow board members to attract more new members in 2017
- Create a calendar of events that has a fun mixture of presentations, tours, and scholarship driven focus that will enable us to raise funds while attracting more members that are already a part of the A&D community.

- Lead our board with the determination, organization, and leadership skills set forth by our previous leaders.

Staff Note: All chapters will note an increase in their associate membership numbers around this time of the year (Oct/Nov). All students who graduate in 2016 are changed over from Student members to Associate members for their courtesy year in 2017. Be sure to keep in contact with these new associate members – this is the perfect time for them to become more involved in NEWH – as new graduates, NEWH will give them the opportunity to network with people in the industry as they search for employment. Stay connected! This is a crucial time for ensuring you have current contact information for these new grads to ensure continued communication with them.

NORTHWEST

Cheri Bargaen & Sophia Nguyen

chartered March 23, 1995

PROGRAMMING DIRECTOR

Paula Tridle

Building off the momentum of our fabulous Spring tour, we are currently planning our Fall hotel tour. It will take place on October 27th at the Society Hotel in Portland, OR. The event will focus on sustainability and is expected to sell out very quickly. The Society Hotel was featured in Sunset magazine in September 2016. This year we have worked hand in hand with our Fundraising committee to feature an annual sponsor at each event and use their annual sponsorship funds to cover the cost of this event. This has greatly reduced the high time consumption of fundraising that has been spent in the past and has allowed us to focus our energy on the programming. We have found that this change is providing a greater benefit to our members which in turn we expect will increase new member sign up and membership retention.

FUNDRAISING DIRECTOR

Randa Morgan

2016 was a transitional year for this director's position. We relinquished a key board member to the excitement of starting up a new business. We will miss Robert, but we wish him well and are excited to see where his new journey will take him. Robert as he left a well laid path to be followed. Savor Uncorked, always a much anticipated event for our PNW chapter, was a huge success due in part to the dedication and hard work from our board members and a NEW perfectly suited venue. We moved our venue in part of acoustics, convenience of parking, and overall comfort for our members in a larger space. An engaging event, we raised funds through both a silent auction and live auction, completed with a game of hooters and tails! This game allowed the audience to buy beads and participate in a game of chance where 50/50 ruled the evening. Through this, we felt that there was added excitement; we encouraged participation from new vendors and industry professionals as a strategic effort. Sponsors were recognized early on our Chapter Website and our Facebook page so that there was more long-term exposure for their support. Sponsorship and participation is a must, but we are also magnifying our efforts to save money on the overall cost of the event. The new venue location offers more room and features and an indoor space for our dinner, auction, silent auction and live band that amplify guest participation.

With this being my first partial year as Fundraising Director, I have been fortunate to have the support of the entire PNW Chapter. We have a wonderful, rotating chapter that places importance and emphasis on the mentorship of new board members. Prost to 2017!

SCHOLARSHIP DIRECTOR

Denise Corso

In 2016 we awarded \$25,000 in scholarships. One \$10,000 chapter scholarship, and three \$5,000 chapter scholarships.

The chapter scholarship opened February 18th, 2016. The deadline for submissions was April 18th, 2016. We extended the deadline to the first part of May, 2016 due to an initial slow response.

Ultimately we had 7 applicants. The goal is to at least double, if not triple, the number of applicants in 2017. To do this we are beefing up the scholarship committee, and have added two student liaisons to the board. These students were 2016 NEWH Chapter scholarship winners. We will continue to visit local schools in person, and reach out via e-mail and phone to the professor liaisons at outlying schools. Reminder e-blasts and the use of social media will also continue to be implemented.

The recent decision to have all chapter scholarship applications accessible online moving forward should assist in increasing the number of applicants. In addition, colleges and students will receive a PDF of the documents (application/letter/flyer) for posting. Students will still need to mail in additional pieces they cannot email such as letters of reference, recommendations, and transcripts.

The most significant change in 2016 was the scholarship committee working with the fundraising committee to combine the scholarship awards event with the Savor Uncorked fundraising event held July 14th, 2016. This was a huge success and provided the scholarship award recipient's access to several industry members. We also believe combining these events will better spread the word regarding scholarship opportunities. The first place / \$10,000 winner made valuable connections, and landed an internship with a NEWH "Top ID" firm.

This year the board also voted to send two scholarship recipients to the Leadership conference held in Denver, CO Feb 9th – 11th. These students are also joining the 2017 board as student liaisons. This experience will better prepare them for their post and offer invaluable learning and leadership experiences. We look forward to sending one to two scholarship recipients every year.

It has been a fruitful year with many learning opportunities. I am confident our successes will spill over into 2017, and allow for additional growth and outreach.

ISSUES OUR CHAPTER WOULD LIKE HELP WITH

Around this time of year, TopID discussions begin to happen. Over the past few years our chapter has felt the need for the process of this recognition to be redefined. We are excited that INC has recognized the need as well as many firms are beginning to appreciate this recognition and are excited for the new guidelines in 2017. Thank-you for your continued support of the current programs and for bringing new ones to light as well as the

support you provide for each chapter! We appreciate all you do for this organization and the PACNOR chapter wanted to say "Thank-you!"

Staff note: Thank you! We appreciate all YOUR volunteer efforts!

PHILADELPHIA/ATLANTIC CITY

Bruce Heins & Kristin O'Bara, delegates

September 9, 2008

MEMBERSHIP

- Currently we have 75 active members for our Chapter as of November, 2016. This number is down from a total of 82 members reported in our December, 2015 report but has been consistent in 2016.
- We noticed an increase in lapsed memberships recently and are currently looking at different ways to get current members to renew their chapter memberships.
- Jim Lyons, Membership Chair, continued to increase chapter membership during his calls on design firms throughout the Philadelphia area. He has continued to help potential new chapter NEWH members through the application process and be a point of contact as they become active in the chapter. This approach has been working really well with getting new members at our events.
- We are still working on implementing a "buddy system" for new chapter members. The idea came about as an extension to the membership chair being the single point of contact for new members. We are working on having a board member teamed up with a new chapter member as a point of contact for upcoming events.

PROGRAMMING

- Events for 2016 have been planned by Sarah Waple our Programming Chair (2016) with careful consideration for other events going on within the design community and the area in general. 2016's events are scheduled with repetition- such as Thirsty Thursdays held the first Thursday of each month; third Thursday of each month will be an event/tour; and board meetings will be the last Tuesday of every month. The idea behind this repetition is to make it easy for chapter members to remember when an event is taking place in hopes to boost participation.
- 2016's event have been at local breweries, restaurants, historic locations and included tours of facilities, networking and seeing the design work of local design firms and vendors. We have seen a mixed response to the events, but the repetition of events on certain dates has helped with attendance at these events.
- For 2016 we have moved the Annual Scholarship Fundraiser from October to December. The fundraiser will be in Philadelphia and is being planned by Sarah Waple and Anne White. This year's fundraiser will be similar to "Show Me Your Shoes" with a local Philadelphia twist involving Mummurs and called "Strut Your Stuff". Anne reached out directly to potential event sponsors and team members this year and was able to secure a \$10,000.00 event sponsorship from Brizo at an early stage of the event planning process. Planning ahead with potential funds and teams in place is providing a clearer view of the costs, teams, and expectations of the Annual Fundraiser will entail and helping to streamline the planning process along the help of an event committee.
- Board meetings have been held consistently on Tuesdays in 2016 and will conclude with the annual board holiday celebration meeting. At the holiday celebration dinner we will have both 2016 and 2017 board members attending to help with the board transition process. This has become a tradition in the NEWH AC/Philly Chapter and really opens the lines of communication between past and present board members.
- 2016 Board Members will participate in an on-line board

training the first quarter of 2017 to stay up to date with our position responsibilities. Date for the training will be determined in the near future.

SCHOLARSHIP

- Megan Shaughnessy-Fitzpatrick, Arc-Com, our Scholarship Chair for 2016 has been busy planning how to tackle the task of Scholarship Awards this year. She has attended NEWH conference calls, spoken with past scholarship chair position holders and the board about the best practices for enticing students in our area to apply for our annual scholarships. We are looking at a similar goal of scholarship awards monies as in 2015.
- This year Megan has the following goals:
 - a. Get the word out to the students ahead of time what the scholarship amounts will be.
 - b. Receive completed applications from students before the due date
 - c. Potentially receive better quality applications
 - d. Reach out directly to key contacts at local schools to get the word out about our annual scholarship awards and NEWH
 - e. Again this year we will promote FREE student and educator memberships while promoting the 2016 scholarship award applications
- In 2015 we distributed \$10,000.00 in Scholarship Award monies to: Rebecca Krick, Temple University-\$5,000.00; Maria Perocco, Drexel University- \$3,000.00; and Daniel Jarosz, Widener University- \$2,000.00.
- We will continue to work on acknowledging our sponsors and scholarship winners throughout the year at events and in social media.

FUNDRAISING

- Annual Chapter Sponsorships were done by Kristen O'Bara this year via emails, social media and direct marketing. We started soliciting chapter sponsorships again in December 2015 in order to make it into 2016 budgets. This approach worked really well with getting some chapter sponsorship monies before 2016 even started. We did extend the deadline to get sponsorship monies into the middle of February, 2016 and still received some funds in March, 2016.
- The 2016 Annual Scholarship Fundraiser is currently being planned carefully by Anne White, Darroff Design, to make the most out of the budget and sponsorship monies we have for the event. Careful consideration to create an event that will showcase the culture of Philadelphia while being profitable and well attended are some of Anne's current goals. New ideas about the space in which to hold the event, marketing for event sponsorship monies and team members, activities during the fundraiser, and cost planning are all going into this event to make it our best fundraiser yet. Stay tuned for more details!

SECRETARY

- Shannon Pringle, Meyer Design Inc, has been keeping all board members up to date with the latest board happenings in her meeting notes.

TREASURER

- Courtney, DAS Architects, worked closely with all board members to complete the budget, answer inquiries about account balances and general financial plans for 2016 in our

chapter.

- Karen Pelzer helped Courtney with the budget and business plan for 2016.

SOCIAL MEDIA/ MARKETING

- Social Media and Marketing positions have been filled by Christina Mecca, Acrus Design Group, and Kristen Berman, MADE LLC, respectfully. These two ladies have been working diligently to get NEWH AC/Philly noticed in social media and boost event attendance.
- A chapter Instagram account has been added to NEWH AC/Philadelphia's social media outlets and has been well received by local industry members.
- A marketing and social media plan has been created for each event to maximize visibility and entice potential participants.
- Our event flyer design has been changing slightly in order to keep the attention of our audience.
- The development of a quarterly newsletter is in the works as well.

NEWS

- NEWH AC/Philly secured three (3) high profile design firms in the Philadelphia Area to represent the chapter in 2016 TOP ID. These design firms are:
 - BLT Architects
 - Darroff Design
 - DAS Architects
- NEWH has been making it a point to showcase the work of the TOP ID firms by touring recently completed projects and inviting members of the design firm that created such wonderful spaces to lead the tours.

- NEWH AC/Philly will be represented by SOSH for TOP ID in 2017.
- Nicole Marengo came back on the board to be our 2016 Community Service Chair.
- Bruce Heins, Heins Marketing, attended the January IBOD meeting in Atlanta, GA to represent NEWH AC/Philly.

ISSUES THAT CHAPTER WOULD LIKE HELP WITH

- Thoughts about Facebook's boost posts? Have other chapter's seen an interest in events by using this added feature on Facebook?
- Is it possible to change when we give out our chapter scholarships? Is there one time of year that other chapter's find they receive more interest from students than others?
- Ideas on how to drum up interest in annual chapter sponsorships?

Staff Note: Re: Facebook boosts – if you would like a boost to a Facebook post, please contact Shelia at the NEWH office. She can boost the post, and the chapter would then be invoiced for that expense. Re: Scholarships – National student survey results were recently shared with chapters. Students are typically looking to receive scholarship funds in July/August. It is up to each chapter to determine their scholarship: release, deadline and award dates. Hold a student/professor meet in greet/scholarship event, determine your scholarship dates at the beginning of the year and market scholarship to your membership. Utilize students to market within college student groups or social media sites. Engage students or educational professionals to assist in updating your annual school list. Ask your board member sales reps to drop off flyers/applications at colleges or to speak with students.

PITTSBURGH REGIONAL

Dina Caruso, Steering Committee Chair

NO REPORTS SUBMITTED IN 2016

ROCKY MOUNTAIN

Ellen Armer & Chelsea Lawrence, delegates

chartered December 2, 1991

MEMBERSHIP

- We will continue to work on growing our membership at each of our chapter and networking events throughout the upcoming year by focusing on the purpose and roles of our Membership Chair to make a special effort to both reach out to new members, and retain existing members.
- We will continue our "buddy program" to pair a board member with each new chapter member to help new members feel welcomed and immediately integrated into our chapter.
- We have integrated a gift membership into our overall Sponsorship Menu levels (with the sponsoring vendor selecting both their guests and the gift membership recipient).
- We hope to expand our membership base by focusing on Chapter marketing efforts and creating a task force of marketing via print and social media. This will add an exciting and relevant aspect to our Chapter that we foresee engaging our current and new members through the coming year and beyond.
- We will reach out to other professional organizations (IIDA, ASID, etc.) to join with them in community events, to increase NEWH awareness and membership.
- We will work to present high-quality program content to attract designers, architects, etc.

PROGRAMMING

- We plan to continue our strong programming for the entirety of 2017, updating as we can to firm up dates and add events.
- We also plan to utilize feedback from our member survey and aim to plan more tours, panel discussions, etc.
- We are also working with a local student group to participate in a round table panel discussion event at Colorado State

University in the spring.

SCHOLARSHIP

- Our board recently voted to increase our total annual award amount to \$15,000, to be divided as the Scholarship Committee feels appropriate, based on the number and quality of applicants we receive and interview. We may or may not award all of it, and the exact number of scholarships will only be determined by the committee after all interviews are completed.
- Rocky Mountain Chapter 2017 Scholarship Schedule:
 - Scholarship Applications Released November, 2016
 - February 17th: Deadline for submissions
 - Early April: Scholarship interviews conducted from 12-5pm
 - Mid-April: Notify applicants and winning recipients
 - Late April: Scholarship Event - Haute Seat Design Competition

FUNDRAISING

- Our first Annual Sponsorship Menu was well-received, and has already made our overall fundraising efforts much easier. We have refined the package based on the feedback we've received, and have released it with an "Early-bird Special" that offers discounted pricing through January.
- 2016 proved to be our most successful fundraising year to date, allowing us to increase the value of scholarships that we are able to award.

OTHER CHAPTER HIGHLIGHTS

- We are working to strengthen our chapter's internet/social media presence.
 - We will continue our quarterly newsletters that highlight our chapter's events and members.

- b. Our Chapter Board will continue to develop a variety of social media platforms to reach out to our community. We have created a Social Media Committee who will focus on frequent posts, and create mini-contests at our events that encourage our members to participate.
- c. We will offer social media-specific benefits in our Sponsorship Menu.
- d. We will create printed media that falls in line with our digitally distributed marketing to hand out as a simple yet strong reminder.
- e. We have created a Marketing Chair position, with the aim of seeking more involvement from the culinary, healthcare and property management branches of our local hospitality realm.

- f. We will be working closely with Sandy Banks to develop a strong local mentorship program.
- We look forward to an amazing 2017 board with many members continuing, and several wonderful new members coming on-board. This iteration of our board promises to be the most energetic, enthusiastic and creative yet!

ISSUES THAT CHAPTER WOULD LIKE HELP WITH

- We've been receiving amazing direction and support with our role in coordinating, scouting, and helping with the planning efforts for the upcoming 2017 NEWH Leadership Conference, as outlined by our host city responsibilities. We're incredibly excited about the Conference, and are working closely with Leigh & Jena to nail down final details!

ORANGE COUNTY REGIONAL

Jessica Wasmer, Steering Committee Chair

(chartered 1988)

NO REPORT SUBMITTED

SAN FRANCISCO BAY AREA

Johanna Malen & Terri Metzger, delegates

chartered June 1, 2010

MEMBERSHIP

Rachel Wilson, our Membership Director has been busy. We are continually recruiting new members to our chapter and have initiated our networking events coined "The Happiest Hour" as mini-membership drives encouraging members to bring non-members to these events.

PROGRAMMING

Kiko Singh, our Programming Director has packed our calendar with great events this year.

April 21st Sustainability Event – California Academy of Science

We celebrated Earth Day by touring this LEED Double Platinum Museum, which also incorporates The Academy's Signature Living Roof. There was also a reception for NEWH Members and Guests.

April 28th Scholarship Breakfast - our 2nd annual Mentoring Breakfast at Restoration Hardware. We had local interior designers in attendance mentoring students through the San Francisco Design Center and helping to show them the ropes of the industry.

July 19th Hotel Tour – Claremont Hotel Oakland (Fairmont)
Organized Hotel Tour of the Historic Claremont Hotel with a beautiful Networking reception. Some of the major players from the Design Team and Fairmont lead the tours which made it extra special.

Aug 17 – Off the Grid at the Presidio
We gathered for a casual Bonfire and Blanket event featuring Food trucks at the Presidio in San Francisco. This was a dog and kid friendly event and was a lot of fun!

September 24 – Wine By Design

Our 7th annual fundraiser was held in Napa Valley this year where we bussed 3 charter buses full of happy NEWH members and supporters. This is always a fun event, another immediate sell-out...it continues to be one of our biggest and best (and profitable) events of the year.

SCHOLARSHIP

Kathryn Hill, our Scholarship Director has done an amazing job this year. We held our 2nd annual Student Mentoring Breakfast April 28th at the SF Design Center. We have awarded 4 scholarships this year in the amount of \$30K and will be officially presenting them at our Scholarship Gala in November.

FUNDRAISING

Janine Peluffo, our Fundraising Director is in full swing! We have 2 fundraisers this year, our 7th annual Wine by Design (was Sept. 24th) and our upcoming Gala.
Our newest Fundraiser. Our Scholarship Gala and Top ID awards will be held Nov 30th at the Historic Olympic Club in San Francisco. We are thrilled to be adding this new annual event to our lineup.

OTHER CHAPTER HIGHLIGHTS

Scholarship Gala and Top ID Awards: We are excited to make a big deal out of our focus and mission – Scholarships. We are working hard to increase our student member involvement and continue to focus our efforts on scholarships. Also putting more focus on our Top ID winners.

ISSUES THAT CHAPTER WOULD LIKE HELP WITH

Keep up our *MOMENTUM!*

SOUTH FLORIDA

Jennifer Delmas & Candace Tejidor, delegates

chartered October 2, 2003

MEMBERSHIP

- Our chapter has a current enrolment of 188 total members and quickly growing. This number is up 19 members from our last report. We also have 4 Chapter Level Business Members.
- We had our first membership drive during the Miami Regional Tradeshow in March which yielded 5 additional members. We hope to have more membership drives in 2017.
- We are setting a goal for our new Membership Director to reach out at least once a month after monthly mingles and/or events.

PROGRAMMING

- We started the year with a full calendar of Monthly Mingles, all being held on the 3rd Thursday of every month so people will get used to that day. In an effort to cover the three counties

that encompass our chapter, we have been alternating the Mingles between Miami, Fort Lauderdale, and Palm Beach. Many members from the South Florida region have expressed their gratitude for the rotation of Mingles. This has given the design community in the South Florida region more ways to participate.

- Given the number of new board and committee members, we are planning to collaborate on new programming to keep members engaged! Since this also includes more design firms with local projects, we plan to incorporate these into our tour/education/programming locations.
- The SOFHIE Award event was moved in 2016 to October 27th (previously held in December). We felt that the end of the year

was already an overwhelming time for sponsors and attendees alike. Having it earlier in the year proved to yield much higher participation both in attendance and sponsorships. To date we have quadrupled sponsorships and more than double participation. We plan to continue with this Masquerade theme next year.

SCHOLARSHIP

- We are working in conjunction with some colleges to present to their students and educate them about the scholarship opportunities as well as leadership positions with our chapter. We plan to visit more schools to do the same and hope to recruit a Student Representative.
- This year we were able to award a total of \$10,000 in scholarships due to successful fundraising throughout the year. These are to be awarded during the SOFHIE event on October 27th to 4 qualifying students (\$2500/each).
- We have budgeted to send 2 Scholarship winners to the Leadership Conference in February. We will evaluate viable candidates as soon as possible.

FUNDRAISING

- This summer we had our annual Bowling Fundraiser. We sold out all of the reserved lanes and had several more design firms represented than in past years.
- In July, we hosted our Design-A-Mask event in Miami Beach.

SUNSHINE

Pam Niemann & Angela Reed, delegates

MEMBERSHIP

- We currently have a membership of 219. We will be doing our annual membership drive next year in February.

PROGRAMMING

- Our programming chair has done an amazing job this year! The first Wednesday of the month is our Sundowner, following our board meeting. The venues have been varied and excellent! Our attendance has increased over last year. In October we incorporated our "Top ID" presentation into our sundowner and student event. 4 Interior design firms were given 5 minutes, presenting only 20 pictures of their projects to our attendees. The feedback from our members was amazing! They loved seeing our designers' beautiful projects. We also had several students attend. Our designers met with them to review their portfolios and provide feedback and advice.

SCHOLARSHIP

- In honor of our 20th Anniversary, the Sunshine Chapter awarded \$20,000 at our Gala on October 22. We also had three

While this event was supposed to stir up interest in the upcoming Masquerade event, it was not well attended. We shall either better plan for this event or look for alternate design-related events/venues for 2017.

- As mentioned in programming, the SOFHIE Award and Scholarship Masquerade Dinner has already proven to be one of the most successful fundraisers of the year.

OTHER CHAPTER HIGHLIGHTS

- We have successfully recruited additional members to fill vacant seats in the Board, more than doubling our number of board members and committee chairs for the 2017 year.
- This year we hosted the first Art Melange and Polo Event in Palm Beach. The vendors and designers that attended did think it was a wonderful event and mentioned that more people would likely attend next year now that they have more information as to the program. We are hopeful that it will remain on the program this year.

ISSUES THAT CHAPTER WOULD LIKE HELP WITH

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

chartered September 1, 1996

namesake scholarships totalling an additional \$3,000. We had 4 Florida State and 3 Mississippi State recipients.

FUNDRAISING

- This year is our 20th anniversary as the Sunshine Chapter. We decided to combine our scholarship awards event with our anniversary Gala for an extraordinary evening! The Gala was a "Roaring 20's" theme, with a special Speakeasy Owners pre-event. Our program included a tribute to our "4 Core" women that founded our chapter: Judy Dobin, Peggy Patterson, Gay Williford and Lois Gilbert. We also recognized all of the original members and past presidents of our chapter. We gave out Scholarships to 7 very deserving students, totalling \$23,000. The event was a huge success, and was our most successful fundraiser to date.

OTHER CHAPTER HIGHLIGHTS

Our current board has elected to bring our entire 2017 board to the leadership conference next year. We had done this in 2015 and found it to be a great team building experience.

TORONTO

Kimberly Bond, delegate

MEMBERSHIP

- As of October 2016 Toronto currently holds 163 members.
- Associate: 21
- Chapter Business Courtesy Member: 27
- Chapter Business Member: 7
- Chapter Level Business: 14
- Corporate Partner Courtesy Member: 4
- Education Professional: 13
- General: 44
- Students: 33

GRAND TOTAL: 163

PROGRAMMING

- Our programming director Meredith Whipp has worked very hard and dedicated her time to not only planning each event, she has diligently collected sponsorship along with the rest of our board and committee members to make each and every

chartered November 18, 2004

event a complete success! On the roster for 2016 we have held a mix of 7 Events & Sundowners from January to October. We have 2 more Events planned for the balance of the calendar year. The 2nd to last Event is our annual Scholarship Award Night and our last event will be a Christmas inspired Sundowner to finalize what has been a tremendous year.

- January 19th – **Canvas & Cocktails Event**
- April 12th – **3 Trends in Social Media Event** held at the Gladstone Hotel
- May 24th – **Mixology Workshop Event** held at the Spirit House Toronto
- June 21st – **Sundowner** held at Cluny Bistro
- August 24th – **Annual Golf Tournament Event** held at The Lion Head Golf Course
- September 21st – **Sundowner** held at Frings on King

- October 18th – **Design a Chair Event** held at the Durkan Showroom
- November 23rd – **Scholarship Award Night Event** held at PI Fine Art
- December 7th – **Sundowner** Christmas Exhibition outdoor walk-about of the historic Distillery District

SCHOLARSHIP

- We are happy to announce our total scholarships awarded for 2016 is \$12,500; Out of 20 applicants, five recipients received a \$2500 deserving scholarship.
- Our annual Scholarship event will be held at PI Fine Art on Nov. 23rd. The event will be sponsored by Toryls. PI Fine Art has donated to our event to professionally frame each Scholarship Certificate. All recipients will be showcased at this event.
- All scholarship recipients have been updated by Kimberly Bond on date, time and location of the event. *(Kimberly Bond awaiting scholarship attendance)*
- All recipients will not be in attendance due to conflicting calendars. Our Chapter will recognize each non attending recipient at a future event.
- We have encouraged all recipients to bring as many family/friends to attend.

FUNDRAISING

Our 11th Annual NEWH Toronto Golf Tournament & Gala Dinner held at Lionhead Golf Course on Wednesday August 24th 2106 was a major success! In attendance we had 166 golfers and or Gala dinner guests. This event hosts the industry leaders, purchasers, designers, hoteliers attending, offering excellent networking opportunities. The golf portion is the feature of the day and we cap the day off with the Silent Auction and Gala

dinner. We are very proud of our supporters and sponsors as this has allowed NEWH Toronto to award over \$120,000.00 in Scholarships to our future leaders in our industry. Our Silent Auction portion of the evening went off with a big bang. The feedback from our guests was that the content of auction items had improved from previous years. The auction items were valued at \$29,000 (MSRP).

MARKETING/SOCIAL MEDIA

Lisa Cote-McKain has reported as of September 2016 that we have had an increase of followers on our Social Media Platforms such as Facebook & Instagram. Lisa has encouraged our board and committee members to share events on social media outlets as much as possible and submit any stories that can be posted. Photos are required from previous events to be uploaded on the website and shared on all social media platforms to excite members and increase viewership. Our chapter goal is to engage viewers on a weekly basis with current news.

OTHER CHAPTER HIGHLIGHTS

We are proud to announce we have filled 10 out of 12 board positions for 2017!

ISSUES THAT CHAPTER WOULD LIKE HELP WITH

- Toronto still needs help in engaging our Board of Directors to take initiative in their duties, attendance at scheduled board meetings as well as attendance to our events and sundowners.
- With regards to Social Media; our board and committee members have been asked on a monthly basis to submit industry news in order for us to keep our members engaged on Social Media. We are lacking in the submissions from our board and committee members.

UNITED KINGDOM

Jonathan Young, delegate

chartered June 12, 2002

MEMBERSHIP

UK chapter membership is still holding steady at around 80 members. Moving into 2017 we have a new membership director Karolyn Kirsch who will take over responsibility from Diana Arkelian. Diana has been a great asset to the board, however due to family commitments she will be focusing on membership renewals. We have new Chapter Business Memberships with Crosswater LTD, Hypnos Contract Beds Ltd, Panaz LTD and Sico Europe, LTD. Additionally Wimberley Interiors, the Walker Greenbank Group and JD Interiors Solutions are still expressing an interest, but not yet joined.

PROGRAMMING

We had a successful Hotel Tour in July at the Sheraton Park Lane Hotel, which had recently gone through a major renovation by MKV Design. Helen Quaine from MKV Design helped the hotel take the NEWH members and guests through a tour of the refurbished areas. The plan is also to have hotel tours at the Marriott County Hall, and the Courthouse Hotel in Shoreditch early next year. This year we've had no 'operator involvement' tours but we plan to approach IHG again for the New Year, along the lines of the successful event held in Florida.

We have continued with our London Social events, two so far this year, both at interesting hotels. The first one was held at the recently opened Hilton Bankside, and the second at the Great Northern Hotel near Kings Cross Station. These events are proving to be a great way to drive membership of NEWH.

CPD type of events have been put on a back burner as other design groups are already offering this service. We are having a joint 'fun' event with Ulster Carpets, an evening of origami! This is happening this week and am sure it will be successful, and we are looking at other different type of events for next year, including

an evening with one of Team GB's successful para-olympian. We are struggling to get sponsors for our breakfast events at Decorex and Sleep this year. Decorex is proving more and more difficult due to location. Moving forward into 2017 we still need to focus on what we have been good at, and that has been Hotel tours with operator involvement and our socials.

SCHOLARSHIP

We have continued with Ravensbourne College and presented 3 scholarship awards at our Annual Fundraising event at the The Mayfair Hotel to Jed Maiden, Billie Miller and Seniz Veli. This was judged by designers David Morris Director Of PROOF Consultancy Ltd, Martin Farrow from Grove Developments Ltd and Jane Wickings. Also Board Members Shirley Jenkins, and Nat Coalson. We will be looking at 2-3 scholarship awards next year. We have already received interest from other designers from big design firms such as GA and HBA regarding judging and supporting the students projects.

FUNDRAISING

Our main Fundraising Event is the Annual Scholarship Award. It was a successful event held at the Mayfair Hotel, and raised enough money for us to consider 2-3 awards for next year. Venues and planning for 2017 are underway.

OTHER CHAPTER HIGHLIGHTS

The biggest highlight was having designers David and Martin getting involved with the Ravensborne students and presenting their projects at our fundraiser. Other designers have since offered their support so we have written to more design companies asking if they would like to get involved.

We have 3 new chairs that have joined our board Luke Spinks from Panaz, Kelly Hoppen from Benjamin West and Sarah from HBA. We also had our first hotel group member join too from IHG!

The interior department at Woodsbaggot, a large architects practice, have approached us about supporting some of their interns with scholarships.

We have been discussing a possible NEWH London Tradeshow on the same day and venue as our Fundraiser!

ISSUES THAT CHAPTER WOULD LIKE HELP WITH

Membership and Sponsorship specifically, and trying to leverage US design firms who have a presence in the UK and suppliers looking to breakthrough into Europe. The NEWH London Tradeshow and Fundraiser 2017!

VANCOUVER REGIONAL

Derek Sousa, steering committee chair

MEMBERSHIP

- As of October 03, 2015 Vancouver Regional Group presently has 143 total members; 16 Associate Members, 12 Chapter Business Courtesy Members, 2 Chapter Business Members, 6 Chapter Level Business Members, 2 Corporate Partner Courtesy Members, 8 Education Professional, 18 General and 143 Student.

PROGRAMMING

- A board position change that took place in November provided a fresh outlook on what we can do to provide value with our activities for current members and students meanwhile driving up membership. The first example of this was holding our first NEWH Vancouver Roundtable. It was a student-only event allowing them to bring portfolios of their work. We also asked for them to bring questions as we then had 5 key figures in Vancouver hospitality with varying years of industry experience for a panel discussion but also breakout sessions. These sessions were aimed to provide a chance to have portfolios reviewed and questions answered so they can discuss the realities of the industry. The event was a huge success with 50 students in attendance from Kwantlen Polytechnic University, The Art Institute of Vancouver, British Columbia Institute of Technology, and Emily Carr University of Art + Design.
- We then followed that with our student event that took place in January with our Roundup Western themed sundowner back in March. This was a casual have some whiskey and BBQ networking event with platinum sponsors Symmons and Westport having vignettes showcasing their products. Other activities included line dancing with a live band and MECHANICAL BULL RIDING!
- We tried another new initiative by partnering with a pop up rooftop event space that was open only for the summer in Vancouver. The design intent of this space was a throwback to

a German beer haus garden party so we ran with that theme for our invites and event. It was an opportunity to take in the fresh air and gorgeous (but rare) sunny Vancouver summer day. We managed to work with the venue to provide outstanding food alongside the fantastic "Roofgarten" and made it absolutely free of fees for members to attend!

- We are now in the midst of planning our year end scholarship event which has our biggest turn out of approximately 100 attendees scheduled November 16th. The venue booked is the Sheraton Wall Centre in downtown Vancouver. This hotel has recently renovated its suites so we will conduct room tours presented by our Platinum Sponsor; Berman Falk, for attendees. A design presentation regarding these suites will also be made by a team member of CHIL Design Group.

SCHOLARSHIP

- Leanna Cheung has been selected to receive her full scholarship of \$2000 at the year-end event on November, 16th. The monies have been transferred to her school of Kwantlen Polytechnic University.

OTHER CHAPTER HIGHLIGHTS

- Our student support is phenomenal growing our student memberships from 123 in November 2015 to a current total of 143 along with Education professional memberships growing from 3 to 8.
- We have worked really hard at fostering great relationships with suppliers in the hospitality industry to get outstanding sponsor support allowing all of our events to run in the black and keeping costs low for attendees.

ISSUES THAT CHAPTER WOULD LIKE HELP

- Growing General Memberships.
- Types of methods (perhaps outside of the box) in providing education to members at programming events.

WASHINGTON DC METROPOLITAN

Kate Kenwell & Melinda Peck, delegates

chartered November 6, 1992

MEMBERSHIP

Currently 354 members. Have seen growth this year by 50+ members. Held a successful Membership Drive in conjunction with our Winesday Wednesday in July, with large turnout and increased membership. Continuing to hold monthly membership/networking luncheons in Baltimore, MD, Bethesda, MD, and now Richmond, VA. Attempted to hold luncheons in Washington, DC, but unsuccessful in obtaining hosts and have encountered logistics difficulties during the lunch hour; thus, the board is focusing on the geographical areas where we have interest.

PROGRAMMING

The programming committee has been hard at work gearing up for our chapter's fall events. The annual Scholarship Awards Event will take place on Oct. 18 at Fathom Gallery in Washington, DC. We are looking forward to fabulous evening celebrating this year's nine scholarship recipients and enjoying a presentation from Color Expert Kate Smith of Sensational Color. We've held our "Winesday Wednesday" events each month this year, visiting such venues as the Watergate Hotel in Washington, DC, and Wit & Wisdom in Baltimore, MD.

SCHOLARSHIP

The Scholarship Committee met on May 19th and we are pleased to announce that we selected 9 scholarship recipients, who will all be recognized at the Scholarship Awards Event, October 18 2016, which is being sponsored by Hilton Worldwide:

1. Christine Watts- Marymount University, Arlington VA Interior Design 4,500
2. Stephanie Westhelle- George Washington University, Washington DC Hospitality and Tourism 4,500
3. Sumaiya Lafit- University of MD Eastern Shore, Shady Grove campus- Hospitality and Tourism 4,500
4. Rachael Allen- University of Charleston, Charleston WV Interior Design 4,500
5. Jennifer Wines- Virginia Tech, Blackburg, VA Hospitality and Tourism 6,000
6. Elizabeth Wardlaw- Virginia Commonwealth University, Richmond, Va Interior design 6,000
7. Farrah El Sharif- Virginia Commonwealth University, Richmond, Va Interior Design 7,000
8. Kerry Callender- ECPI Culinary Institute of VA, Newport

News, VA Culinary 7,000

9. Kenya Sewell- ECPA Culinary Institute of VA, Newport News, VA Culinary 7,000

FUNDRAISING

Our chapter just completed 2 successful fundraisers:

1. **Pre- Tradeshow Welcome & Thank You Reception called "Just Desserts"**, held 9/7/16 at "AMP @ Pike and Rose", North Bethesda, MD. The event was a great success; we anticipated 125pp and had close to 200. Excellent feedback

from both the vendor and design community.

2. The **Bethesda Regional Trade Show** at the Marriott Bethesda North Hotel & Conference Center in North Bethesda, MD on 9/8/16.

The annual **Golf Tournament Fundraiser & Dinner** held 9/19/16 at Lakewood Golf & Country Club in Rockville, MD. Even through the rain, the tournament went off as scheduled; fun was had by all and we received resounding applause for the changes to the dinner format. The food was amazing!

ADDENDA

MOTION TO APPROVE MINUTES

Date: November 12, 2016

Motion Number: 1

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

Motion seconded by: _____

VOTE COUNT:

YEA: _____

NAY: _____

ABSTENTION: _____

STATUS OF MOTION:

Carried:

Defeated:

MOTION TO ADJOURN

Date: November 12, 2016

Motion Number: 2

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

Motion seconded by: _____

VOTE COUNT:

YEA: _____

NAY: _____

ABSTENTION: _____

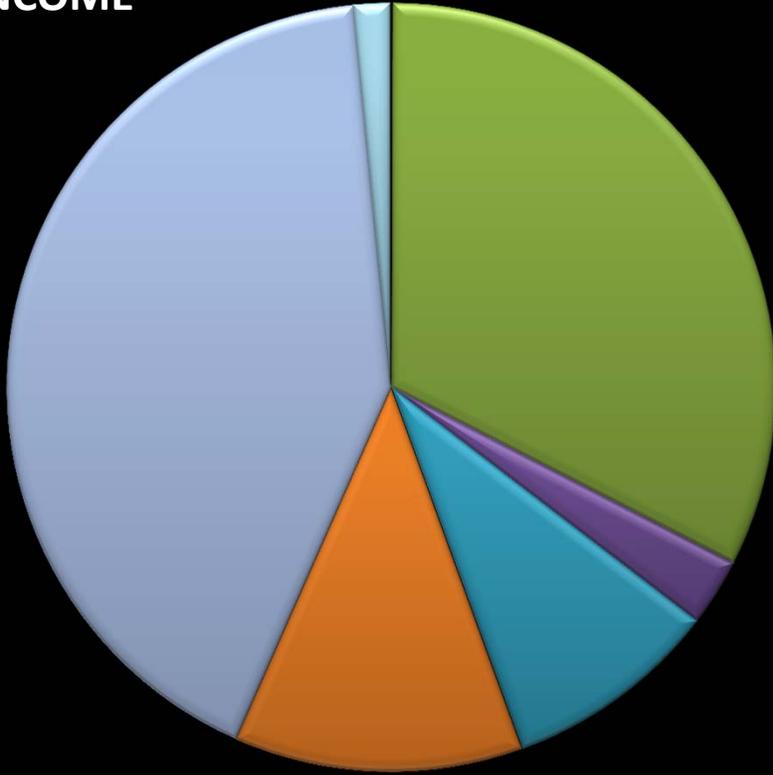
STATUS OF MOTION:

Carried:

Defeated:

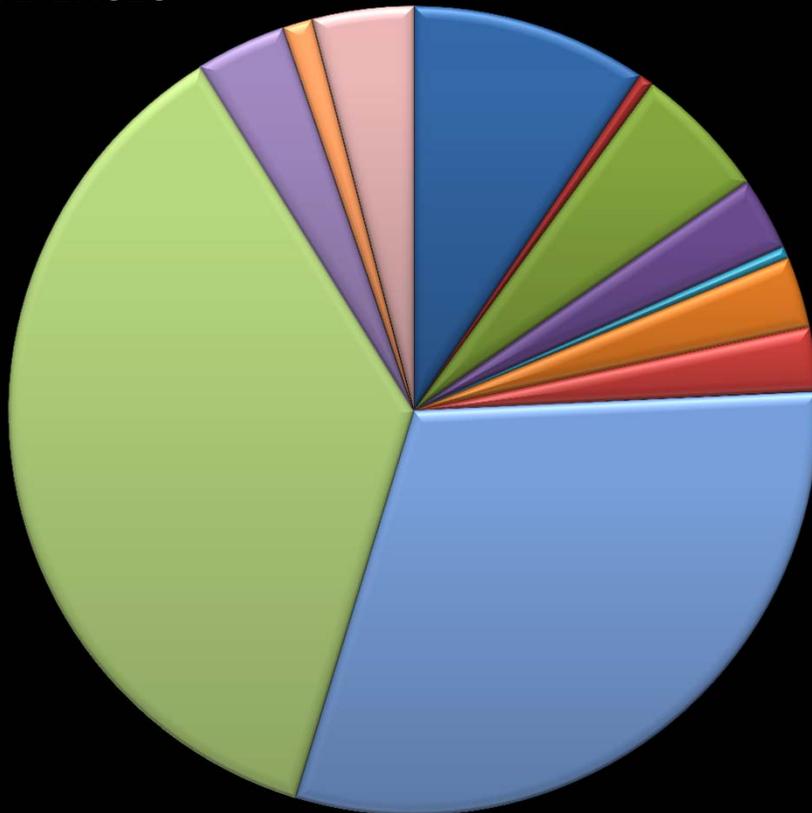
WHERE DOES IT COME FROM
AND WHERE DOES IT GO

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

NEWH GUIDELINES FOR SCHOLARSHIP

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

1. Standard Criteria
 - 1.1. Must be a currently enrolled student attending an accredited college
 - 1.2. Must have completed half the requirements for a degree or certification in the program you are currently enrolled
 - 1.3. Must show financial need and have eligible outstanding debt for tuition, books or supplies at time of scholarship award
 - 1.4. Must have a 3.0 GPA
 - 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

These scholarships are administered by NEWH Chapter and are presented at a determined chapter event. The memorial must be in the name of a NEWH member. Scholarship Director distributes [In Memory Scholarship Agreement](#) to sponsor, once complete a copy must be sent to NEWH, Inc. office. Scholarship Director sends [Donor Thank-you Letter](#)

- Must be in the name of a member who has contributed to NEWH.
- May be funded separately, initially, after the death of the member and then funded by chapter fundraising efforts, after the original funding dwindles.
- 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.

CHAPTER/VENDOR

NEWH Chapter level Vendor Scholarships are graciously funded by the hospitality manufacturing community. These scholarships are administered by NEWH Chapter and are presented at a determined chapter event. Scholarship Director sends vendor the [Vendor Scholarship Agreement](#), once complete a copy must be sent to NEWH, Inc. office. Scholarship Director sends [Vendor Thank-you Letter](#)

- Funding to be done by a vendor
- Minimum \$3000 donation with \$500 administration fee
- Scholarship name to be chosen by Vendor
- Vendor or company representative can present the scholarship
- NEWH Chapter Scholarship Committee reviews applicants and selects the final recipient based on NEWH scholarship criteria
- Donor can specify what are of hospitality is accepted for students to apply for the vendor scholarship (interior design, architecture, etc.)
- NEWH Chapter determines the venue for the award presentation of the scholarship

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 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:

NEWH, INC. VENDOR SCHOLARSHIPS

Graciously funded by the hospitality manufacturing community. These scholarships are administered by NEWH, Inc. and are presented at major national/international trade events.

- Funding to be done by a vendor
- Minimum \$5000 donation (\$4000 student scholarship award, \$1000 student travel/administrative costs)
- Scholarship name to be chosen by Vendor
- Vendor or company representative can present the scholarship
- NEWH, Inc. Scholarship Committee reviews applicants and selects the final recipient based on NEWH scholarship criteria
- Donor can specify what are of hospitality is accepted for students to apply for the vendor scholarship (interior design, architecture, etc.)
- NEWH, Inc. and donor determine the venue for the award 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

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.

ICON OF INDUSTRY-NEWH INC SCHOLARSHIP

1. Must be a currently enrolled student attending an accredited college
2. Must have completed half the requirements for an undergraduate degree or be enrolled in a graduate program
3. Must show financial need and have eligible outstanding debt for tuition, books or supplies at time of scholarship award
4. Must have a 3.0 GPA
5. Must have participated in an industry internship program or similar position (*one of the differentiating requirements from the standard chapter scholarship criteria*)
6. Must be pursuing a career objective in the Hospitality Industry with an emphasis towards the chosen career (career emphasis criteria changes annually)

SCHOLARSHIP AWARD:

\$7500 Winner award in the fall at major tradeshow in New York

Chapters are encouraged to submit students they have vetted for chapter level scholarships for this award. The student would need to submit an ICON 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

(If student does not have eligible debt at time of award scholarship funds are awarded to student college Interior Design Department)

Awards based on industry 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.

SCHOLARSHIP FREQUENTLY ASKED QUESTIONS:

1. Are students attending technical centers/vocational technical centers (not a college or university) eligible for scholarship?
No
2. I will graduate before I receive my scholarship funds, can I still apply for a scholarship?
If you graduate before the scholarship can be awarded you do not qualify. NEWH issues scholarships through your school. The award is to help defray the cost of tuition, books, fees, and other related educational needs incurred by you. Should you leave school for any reason (including graduation); any and all surplus funds in your account are to be returned to NEWH, Inc. Under certain circumstances

your situation may still qualify (example: if you would be graduating 3-4 months prior to the scholarship being awarded and you would have current debt at the school you are attending the check could then be issued to the school to pay towards that debt).

3. Are students who attend 2 year or 4 year interior design programs that are not CIDA accredited eligible to apply for the NEWH scholarship

NEWH gives scholarships to two-year and certificate programs that are related to the hospitality industry, college or university is not part of the criteria. "An eligible school is defined as one that will hold the scholarship moneys in trust for the student to draw down upon on an "as needed" basis." The school must be an accredited institution. CIDA is not the only accrediting agent. If the school or program is accredited by any approved CHEA or USDE agency, then it is accredited.

Requirements for these scholarships are:

- Must have completed half the requirements for a degree or certification program in which enrolled
- Must demonstrate financial need
- Must have a minimum 3.0 G.P.A.
- Must be pursuing a career objective in the Hospitality Industry (i.e., Hotel/ Restaurant Management, Culinary, Food Service, Architecture, Design etc...)

ACCREDITED two year and certificate or vocational programs that provide a certificate of completion can be considered by the chapter for funding. The key is accreditation. Non-accredited jobs/vocational programs cannot be funded.

4. Can a student apply for more than 1 chapter scholarship (example a student goes to college in Florida and applies for South Florida and Sunshine Chapter Scholarships)?
Students are encouraged to apply to the chapter that services their school. If two chapters overlap in serving the same school, then the student can certainly apply for scholarships at both. The student should let the chapter know if they have previously received a NEWH scholarship.
5. Does NEWH have an age cut off requirement for applicants?
No
6. Does the applicant have to be a US citizen?
No
7. Does the student have to prove that they are in need of financial help?
Yes, the student must state on the scholarship application their financial need; financial need is a requirement to apply for a scholarship.
8. Can International Students apply for a scholarship?
Yes
9. What if my GPA is an accumulative 3.0 GPA is that accepted?
Yes, your GPA must be a minimum of accumulative 3.0 or higher
10. Do I have to be a member to apply for a scholarship?
No, you do not need to be a member. Membership is encouraged and student members receive 1-year of free membership. We encourage you to be involved in your local chapter. Attend events, serve on a committee, recruit other students...the opportunities are endless. Now is the time to start to cultivate your professional relationships through NEWH membership. Also, full-time Educators can join for free!
11. Can I apply to more than one chapter scholarship?
Yes
12. I'm attending a two-year program am I eligible to apply for a NEWH scholarship?
Yes, NEWH gives scholarships to two-year and certificate programs that are related to the hospitality industry (must be an accredited college).
13. I may not be able to submit my transcripts by the due date on the application, what should I do?
Please contact the Chapter Scholarship Director to discuss extending the deadline (if possible)
14. If I live in New York and attend school in Washington DC can I apply for both chapter scholarships?
The student should apply for the scholarship through the chapter that their school is located in, student members can participate in any NEWH Chapter events.

NEWH, INC. INTERNATIONAL SCHOLARSHIP OPPORTUNITIES

FALL AWARDS-BDNY-Gold Key-Platinum Circle:

1. **NEWH – ICON of INDUSTRY SCHOLARSHIP**
 - \$7,500 award
 - Open to all students in similar field to the ICON
 - Application Released **May 2016**
 - Entry Deadline **September 2016**
 - Judging Deadline **October 2016**
 - Award **November 2016** at *Gold Key Awards* in NYC during BDNY
 - NEWH Magazine feature **Spring 2017** (submission date T.B.D.)
2. **NEWH - CLIFFORD R. TUTTLE SCHOLARSHIP**
 - \$5,000 award
 - Open to Interior Design students only
 - Application Released **April 2016**
 - Entry Deadline **July 2016**
 - Judging Deadline **August 2016**
 - Award **November 2016** at *Platinum Circle Awards* in NYC during BDNY
 - NEWH Magazine feature **Spring 2017** (submission date T.B.D.)
3. **NEWH WOMEN LEADERS SCHOLARSHIP** – sponsored by HOSPITALITY MEDIA GROUP
 - \$5,000 award
 - Open to FEMALE Hospitality Management students only
 - Application Released **April 2016**
 - Entry Deadline **July 2016**
 - Judging Deadline **August 2016**
 - Award **November 2016** at *Boutique Design Power Players: Women Leaders* breakfast in NY (BDNY)
 - NEWH Magazine feature **Spring 2017** (submission date to be determined)
4. **NEWH HOSPITALITY MANAGEMENT & INTERIOR DESIGN SCHOLARSHIP**-sponsored by Fabric Innovations
 - \$10,000 award
 - Open to Hospitality Interior Design OR Hospitality Management students
 - Application Released **January 16, 2016**
 - Entry Deadline **September 2, 2016**
 - Judging Deadline **September 30, 2016**
 - Awarded **November 2016** at *Platinum Circle Awards* in NYC during BDNY
 - NEWH Magazine feature **Spring 2017** (submission date to be determined)

SPRING AWARD-BDwest:

5. **NEWH WOMEN LEADERS SCHOLARSHIP** – sponsored by HOSPITALITY MEDIA GROUP
 - \$5,000 award
 - Open to FEMALE Hospitality Management students only
 - Application Released **August 2016**
 - Entry Deadline **October 2016**
 - Judging Deadline **November 2016**
 - Award **March/April 2017** at *Boutique Design Power Players Breakfast in LA during BDwest*
 - NEWH Magazine feature **Summer 2017** (submission deadline May 2017 T.B.D.)

SPRING AWARD HD EXPO:

6. **NEWH SUSTAINABLE DESIGN COMPETITION SCHOLARSHIP**-sponsored by JLF|lone meadow & Applied Textiles: 2016-2017
 - \$5,000 Undergraduate winner
 - \$5,000 Graduate winner
 - Open to all Interior Design or Architecture students Junior level and above
 - Finalize 2016-2017 (2) sponsors + competition criteria **July 2016**
 - Release scholarship **August 2016**
 - Select (3) Industry Judges **December 2016**
 - Project Submittals Deadline **January 30, 2017**
 - Andrea/Becca-send top 5 undergrad + grad finalists onto industry judges **February 24, 2017**
 - Industry Judges final selections due **March 16, 2017**
 - Andrea/Becca select winners **March 10, 2017**
 - Award **May 2017** at HD Expo in Las Vegas at the NEWH booth (*student + sponsor Q+A session/award*)
 - NEWH Magazine feature with students/judges/sponsors **Fall 2017** (submission deadline July 2017 T.B.D.)
7. **NEWH HARVEY NUDELMAN SCHOLARSHIP** - sponsored by Fabricut Contract and FR-One

- \$5,000 award
- Open to Interior Design students only
- Application Released **August 2016**
- Entry Deadline **October 2016**
- Judging Deadline **November 2016**
- Award **May 2017** at HD Expo in Las Vegas at the NEWH booth; F&B provided; Durkan D*SCOVER competition awards + Sustainable Design Comp' also awarded
- NEWH Magazine feature **Fall 2017** (submission deadline July 2017 T.B.D.)

8. **NEWH PRODUCT DESIGN COMPETITION**– sponsored by SYMMONS INDUSTRIES

- \$4,000 award (\$5,000 donation)
- Open to Interior Design and Architecture students
- Faucet design competition, winning design and student honored at HD Expo & at Symmons booth celebration
- Application Released **Fall 2016**
- Entry Deadline: **January 9, 2017**
- Submit top 5 applicants to Symmons judges **February 2, 2017**
- Symmons judges return their top pick **February 21, 2017**
- Andrea/Becca select winner from judges recommendations **March 1, 2017**
- Award **May 2017** at *The New Entrepreneurs Breakfast* in Las Vegas during HD Expo
- NEWH Magazine feature **Fall 2017** (submission deadline T.B.D.)

Chapter Level Awards:

NEWH – STEVE HIGGINS MENTOR SCHOLARSHIP

NEWH – DORRIT ST. JOHN SCHOLARSHIP

NEWH – BOB YOUNG SCHOLARSHIP (all funds distributed in 2015)-check with Julie if any additional funds have come in

Awarded within the Los Angeles Founding Chapter

NEWH – CHRISTINE KENNICOTT LOUW SCHOLARSHIP

Awarded within the Atlanta Chapter \$3,000 annually

MEMBERSHIP POSTCARD



Join or Renew your NEWH Membership today

Member benefits include:

- Access to over 5,000 professionals in the hospitality community
- NEWH Career Network – see who is hiring, post a resume, or advertise for a top-notch employee
- Free listing in the NEWH Resource Directory, the second most viewed page on the NEWH.org website
- Opportunity to serve on a Chapter Board – gain leadership skills and form relationships with other hospitality professionals
- Complimentary subscription to the NEWH Magazine where members only are featured

Members enjoy discounted rates:

- To attend popular NEWH fundraising events that have raised over \$4.3 million for our scholarship recipients
- Educational events, including CEUs, panel discussions and hotel tours
- Six regional tradeshow hosted by chapters all across the country
- Participate in the biennial Leadership Conference, a unique three-day event on Feb. 9-11, 2017, Marriott City Center, Denver



Join or renew your membership online at
www.newh.org, newh.membership@newh.org
or call 800.593.NEWH

MEMBERSHIP DIRECTORY – WEBSITE REVISION



MICHAEL ADAMS

NEW YORK

Hospitality Design/Emerald Expositions
Editorial Director

Chapter: Northwest

Membership: Corporate Partner Courtesy Member

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

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

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

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

Education: University of Wisconsin

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

Interests: Technology, Art, Music

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(646) 654-7626

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New York, NY 10004
USA



Projects



Videos



PAST MEMBER SURVEY



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

Dear Diane,

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

[Click here to let us know](#)

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

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

What is your professional area of expertise?

What were your primary reasons for joining NEWH?

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

Overall, how satisfied are you with NEWH?

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

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

Do you believe you were adequately informed of NEWH events?

Did you feel welcome into NEWH?

Who paid for your NEWH membership dues?

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

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

Please rate the following:

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

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

- ASID
- IIDA
- Other

If so, how would you compare them to NEWH?

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

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

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

NEWH
The Hospitality Industry Network
Regional Tradeshow

		2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	net profit for NEWH, Inc.	avg. profit per show
Atlanta	Income							116,255.00		147,740.00		145,310.00		174,847.00		
	Expense							49,558.66		54,100.54		67,830.96		64,622.17		
	Chapter Percentage							26,678.54		37,455.78		30,991.62		44,089.93		
	NEWH, Inc. profit							40,017.80		56,183.68		46,487.42		66,134.90	208,823.80	52,205.95
Dallas	Income	94,000.00		96,290.00		85,591.00		150,620.00		168,010.00				171,165.00		
	Expense	31,769.38		29,046.13		31,515.83		47,482.16		78,400.11				87,309.94		
	Chapter Percentage	24,959.05		25,155.46		21,039.88		41,255.14		35,843.96				33,542.02		
	NEWH, Inc. profit	37,271.57		42,088.41		33,035.29		61,882.70		53,765.93				50,313.04	278,356.94	46,392.82
Chicago	Income								163,395.00		176,487.50		202,051.00			
	Expense								79,647.36		79,738.20		92,759.23			
	Chapter Percentage								33,499.06		38,699.72		43,716.71			
	NEWH, Inc. profit								50,248.58		58,049.58		65,575.06		173,873.22	57,957.74
Denver	Income							70,395.00		98,970.00		144,681.25				
	Expense							30,887.01		54,149.13		68,258.25				
	Chapter Percentage							15,803.20		17,928.35		30,569.20				
	NEWH, Inc. Profit							23,704.79		26,892.52		45,853.80			96,451.11	32,150.37
Hawaii	Income													103,578.00		
	Expense													49,126.41		
	Chapter Percentage													21,780.64		
	NEWH, Inc. Profit													32,670.95	32,670.95	32,670.95
Houston	Income									68,487.50		132,651.25		142,117.00		
	Expense									37,075.39		63,335.43		60,620.38		
	Chapter Percentage									12,564.84		27,726.33		32,598.65		
	NEWH, Inc. Profit									18,847.27		41,589.49		48,897.97	60,436.76	20,145.59
Los Angeles Founding Chapter	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
Miami	Income													114,794.50		
	Expenses													49,667.22		
	Chapter Percentage													26,050.91		
	NEWH, Inc. profit													39,076.37	-	-
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
North Central	Income					59,351.00			61,890.00		84,432.50		96,366.25			
	Expense					33,943.48			25,648.58		37,492.31		51,147.47			
	Chapter Percentage					10,163.01			14,496.57		18,776.08		18,087.51			
	NEWH, Inc. profit					15,244.51			21,744.85		28,164.11		27,131.27	-	92,284.74	23,071.19
Northwest	Income			42,197.50		54,120.00		68,090.00		121,495.00				170,832.50		
	Expense			18,510.19		24,749.31		41,506.95		55,024.07				81,215.70		
	Chapter Percentage			9,001.18		11,718.28		10,633.22		26,588.37				35,846.72		
	NEWH, Inc. Profit			14,686.13		17,652.41		15,949.83		39,882.56				53,770.08	141,941.01	28,388.20
Orlando	Income						106,432.00		138,632.00		156,472.50		175,816.00			
	Expense						38,880.01		52,711.71		68,262.88		74,961.44			
	Chapter Percentage						27,020.80		34,368.12		35,283.85		40,341.82			
	NEWH, Inc. Profit						40,531.19		51,552.17		52,925.77		60,512.74	205,521.87	51,380.47	
Pittsburgh	Income													97,947.00		
	Expense													41,038.60		
	Chapter Percentage													22,763.36		
	NEWH, Inc. Profit													34,145.04	34,145.04	34,145.04
San Francisco	Income										113,460.00		141,705.00			
	Expense										67,454.22		69,409.43			
	Chapter Percentage										18,402.31		28,918.23			
	NEWH, Inc. Profit										27,603.47		43,377.34	70,980.81	35,490.41	
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		163,445.00		197,857.50		
	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		78,185.08		78,534.22		
	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		34,103.97		47,729.31		
	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		51,155.95		71,593.97	413,754.19	41,375.42

italics - final numbers are yet to be determined

Saturday Adventures

FEBRUARY 11, 2017

The Bad News:
You can only choose one...

The Good News:
There are no bad choices

NEWH
The Hospitality Industry Network

NEWH.ORG



NEWH
LEADERSHIP
conference
people & products **LEADING HOSPITALITY**

CANNABIS TOUR

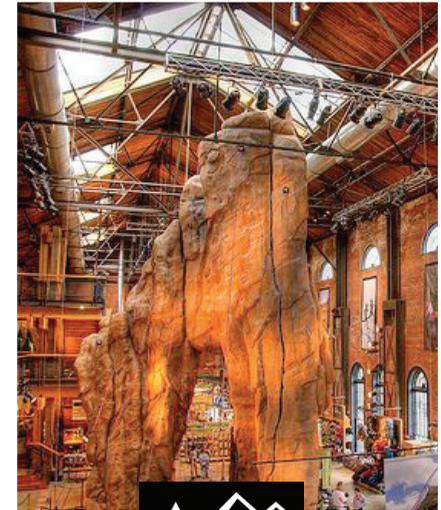
Tour the 420-friendly side of Denver to appreciate the new meaning of the “Mile High” city. Choose from a smoking or non-smoking bus for this experiential tour while learning about the cutting-edge world of cannabis legalization in Colorado and beyond. From state-of-the-art dispensaries to industrial grow facilities, Denver provides an insider’s look at marijuana growing and cultivation. Fully educational, fully legal, and fully fun!



2:00 – 5:00
Cost: \$90.00

ROCK CLIMBING AT REI

Climb On! Test the limits and get your blood pumping during a privately instructed climbing class at the REI Flagship Store in the heart of Denver. Whether a novice or expert, get some time on the rock while learning more about the dynamic sport of rock climbing in a relaxed, friendly atmosphere. Discuss the differences between indoor and outdoor climbing and meet others who have discovered the thrill and confidence of being on the wall. Adventure seekers – this one is for you!



2:00 – 5:00
Cost: \$35.00



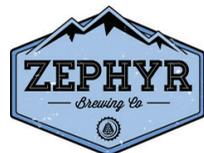
BREWERY & DISTILLERY TOUR

Let your taste buds discover why Denver is driving the national craft beer movement! Enjoy an adventure into the River North (RiNo) district, the hottest neighborhood in the city. During your customized driving tour you have access to a few of the microbreweries that stand out for innovation, quality, and their unique perspective on craft beer. Denver has more breweries per capita than any other US city, brewing more than 10 percent of the nation’s craft beer. Try some hand-picked for you! Bring your ID and leave the driving to us!

2:00 – 5:00
Cost: \$90.00



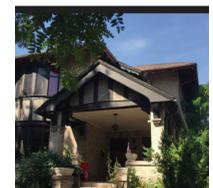
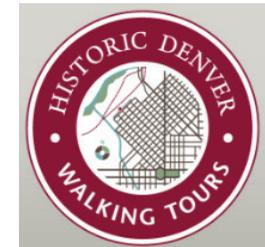
BERYL'S BEER CO



SEE HISTORIC DENVER

From Union Station to Wynkoop, Tattered Cover to Warehouse Row, learn how the largest collection of historic warehouses in the West transformed from railroad hub to skid row to urban hot spot. Tour includes an exploration of Denver’s transportation history, commercial architecture, preservation efforts, and more. The tour starts and ends at the historic Denver Union Station and covers about a mile while walking at a leisurely pace. Wear comfortable walking shoes and a jacket!

2:00 – 4:00
Cost: \$15.00





NEWH LEADERSHIP CONFERENCE

FEBRUARY 9 – 11, 2017

DENVER, COLORADO

DENVER MARRIOTT CITY CENTER

1701 California Street Denver, CO 80202

303.297.1300

It's not too early...

Combine the industry's most compelling content and networking conference with personal time on the slopes, snowshoeing or relaxing in front of a roaring fire — it's the new 'bleisure,' Business + Leisure.

Make it your 2017 resolution and start with the **NEWH Leadership Conference**, in Denver.

Inspirational and energizing speakers from inside and outside the hospitality industry along with **roundtables, key learning sessions** and **unparalleled networking**.

Sponsorship opportunities still available.



NEWH
LEADERSHIP
conference
people & products
LEADING HOSPITALITY

Visit our website at NEWH.ORG | email: leadership.conference@newh.org | 800.593.6394



2017

CLIMB ON

FEBRUARY 9-11, 2017

DENVER, COLORADO

Denver Marriott City Center | 1701 California Street Denver, CO 80202

The 2017 NEWH Leadership Conference is an international event bringing together hospitality professionals from the US, UK and Canada. This three-day interactive event kicks off Thursday with a Product Showcase including the newest product innovations and services introduced on the show floor. Friday and Saturday will focus on strategies to move your business into the future. Leading professionals and industry icons will deliver impactful sessions and participate in interactive events that will expand your knowledge and network!

Your sponsorship makes this event possible.

**Many valuable
sponsorship opportunities
to choose from**

Find one that best suits
your company,
while supporting NEWH.

See complete details at NEWH.org

NEWH BRANDED PROGRAMS

WOMEN IN BUSINESS



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

WHAT EXPERIENCE HAS TAUGHT US.....

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




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

See us at your local NEWH Chapter

NEWH MENTORING



INSPIRE AND BE INSPIRED!



SPEND TIME WITH AN INDUSTRY LEADER TO

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

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

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

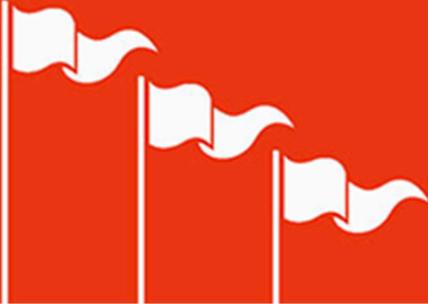
HERE'S HOW IT WORKS

NEWH, INC

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

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

SANDY BANKS
SANDY@SANDYBANKS.COM



Thurs Aug 4

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

BrandED

An Educational + Networking Event Sponsored by NEWH, Inc.

Speakers



Eric Nicolas
Director Innovation & Design



Shannon K. Davis
Director, Plan Review



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

Designers + Architects

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

AGENDA

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

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



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

TWELVE PRINCIPLES OF GOVERNANCE THAT POWER EXCEPTIONAL BOARDS

Exceptional boards add significant value to their organizations, making a discernible difference in their advance on mission. Good governance requires the board to balance its role as an oversight body with its role as a force supporting the organization. The difference between *responsible* and *exceptional* boards lies in thoughtfulness and intentionality, action and engagement, knowledge and communication. The following twelve principles offer **chief executives** a description of an empowered board that is a strategic asset to be leveraged. They provide **board members** with a vision of what is possible and a way to add lasting value to the organization they lead.

CONSTRUCTIVE PARTNERSHIP

Exceptional boards govern in constructive partnership with the chief executive, recognizing that the effectiveness of the board and chief executive are interdependent. They build this partnership through trust, candor, respect, and honest communication.

MISSION DRIVEN

Exceptional boards shape and uphold the mission, articulate a compelling vision, and ensure the congruence between decisions and core values. They treat questions of mission, vision, and core values not as exercises to be done once, but as statements of crucial importance to be drilled down and folded into deliberations.

STRATEGIC THINKING

Exceptional boards allocate time to what matters most and continuously engage in strategic thinking to hone the organization's direction. They not only align agendas and goals with strategic priorities, but also use them for assessing the chief executive, driving meeting agendas, and shaping board recruitment.

CULTURE OF INQUIRY

Exceptional boards institutionalize a culture of inquiry, mutual respect, and constructive debate that leads to sound and shared decision making. They seek more information, question assumptions, and challenge conclusions so that they may advocate for solutions based on analysis.

INDEPENDENT-MINDEDNESS

Exceptional boards are independent-minded. They apply rigorous conflict-of-interest procedures, and their board members put the interests of the organization above all else when making decisions. They do not allow their votes to be unduly influenced by loyalty to the chief executive or by seniority, position, or reputation of fellow board members, staff, or donors.

ETHOS OF TRANSPARENCY

Exceptional boards promote an ethos of transparency by ensuring that donors, stakeholders, and interested members of the public have access to appropriate and accurate information regarding finances, operations, and results. They also extend transparency internally, ensuring that every board member has equal access to relevant materials when making decisions.

COMPLIANCE WITH INTEGRITY

Exceptional boards promote strong ethical values and disciplined compliance by establishing appropriate mechanisms for active oversight. They use these mechanisms, such as independent audits, to ensure accountability and sufficient controls; to deepen their understanding of the organization; and to reduce the risk of waste, fraud, and abuse.

SUSTAINING RESOURCES

Exceptional boards link bold visions and ambitious plans to financial support, expertise, and networks of influence. Linking budgeting to strategic planning, they approve activities that can be realistically financed with existing or attainable resources, while ensuring that the organization has the infrastructure and internal capacity it needs.

RESULTS-ORIENTED

Exceptional boards are results-oriented. They measure the organization's progress towards mission and evaluate the performance of major programs and services. They gauge efficiency, effectiveness, and impact, while simultaneously assessing the quality of service delivery, integrating benchmarks against peers, and calculating return on investment.

INTENTIONAL BOARD PRACTICES

Exceptional boards purposefully structure themselves to fulfill essential governance duties and to support organizational priorities. Making governance intentional, not incidental, exceptional boards invest in structures and practices that can be thoughtfully adapted to changing circumstances.

CONTINUOUS LEARNING

Exceptional boards embrace the qualities of a continuous learning organization, evaluating their own performance and assessing the value they add to the organization. They embed learning opportunities into routine governance work and in activities outside of the boardroom.

REVITALIZATION

Exceptional boards energize themselves through planned turnover, thoughtful recruitment, and inclusiveness. They see the correlation between mission, strategy, and board composition, and they understand the importance of fresh perspectives and the risks of closed groups. They revitalize themselves through diversity of experience and through continuous recruitment.

NEWH, INC. INSTAGRAM GUIDELINES

Goal:

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

Objectives:

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

Ideas of what to post:

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

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

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

Chapter Guidelines:

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

Hashtags:

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

#leadership
#education
#hospitalityscholarships

Tags:

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

Non-Profits to follow on Instagram for inspiration

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

Please follow NEWH, Inc. on Instagram @NEWHInc

NEWH/INDUSTRY CALENDAR

2016	Event	Location	Website
6-10 Nov	EQUIPHOTEL Paris 16	Place de la Porte de Versailles, Paris, France	www.equiphotel.com
8-9 Nov	NeoCon East	Pennsylvania Convention Center, Philadelphia, PA	www.neoconeast.com
12-Nov	NEWH, Inc. Board of Directors Mtg	Javitz Convention Center, New York, NY	
12-13 Nov	NEWH EC Strategic Wrap-up	Javitz Convention Center, New York	
12-16 Nov	Decofair Saudi Arabia	Jeddah, Saudi Arabia	www.decofair.com
13-15 Nov	HX: The Hotel Experience	Javitz Convention Center, New York	www.thehotelexperience.us
13-14 Nov	BDNY	Javitz Convention Center, New York	www.bdny.com
14-Nov	Gold Key Awards	New York, NY	www.bdny.com/Content/Gold-Key-Awards-Gala/10_58/
15-Nov	Platinum Circle Awards	New York, NY	www.hospitalitydesign.com/awards-events.shtml
22-23 Nov	Sleep	Business Design Center, London	www.thesleepevent.com
30 Nov - 1 Dec	IIDEX	Toronto, ON Canada	http://www.iidexcanada.com
6-Dec	HD CitySCENE Dallas	Dallas, TX	www.hospitalitydesign.com/awards-events.shtml
2017			
Jan	BLLA Executive Women's Conference		
10-13 Jan	Heimtextil	Messe Frankfurt, Frankfurt, Deutschland	heimtextil.messefrankfurt.com
14-17 Jan	Domotex	Hanover Exhibit Grounds, Hanover, Deutschland	www.domotex.de/home
17-20 Jan	The Int'l Surface Event (Surfaces)	Mandalay Bay Convention Center, Las Vegas, NV	https://tisewest.com/
20-24 Jan	Maison & Objet	Paris, France	www.maison-objet.com/en/paris
22-26 Jan	Las Vegas Market	World Market Center, Las Vegas, NV	www.lasvegasmarket.com
23-25 Jan	ALIS	JW Marriott & Microsoft Theater, Los Angeles, CA	www.alisconference.com
7-9 Feb	Surface Design Show London	Business Design Center, London, UK	www surfacedesignshow.com
9-Feb	NEWH, Inc. Board of Directors Meeting	Marriott City Center, Denver, CO	
9-Feb	NEWH Product Showcase	Marriott City Center, Denver, CO	http://newh.org/2017-leadership-conference/leadership-product-showcase/
9-11 Feb	NEWH Leadership Conference	Marriott City Center, Denver, CO	http://newh.org/2017-leadership-conference/
15-17 Feb	HD Summit	La Cantera Resort, San Antonio, TX USA	www.hdsummit.com
21-23 Feb	Boutique Design Winter Forum	The Lodge at Vail, Vail, CO	
7-Mar	NEWH Regional Tradeshow-Orlando		http://newh.org/events-list/newh-regional-tradeshows/
7-Mar	HD CitySCENE Atlanta		
7-10 Mar	Maison & Objet Asia	Marina Bay Sands, Singapore	www.maison-objet.com/en/asia
15-16 Mar	New York Build 2017	Javitz Convention Center, New York, NY	
22-Mar	HD CitySCENE Los Angeles		
22-24 Mar	Hunter Hotel Investment Conference	Atlanta Marriott Marquis, Atlanta, GA	www.hunterconference.com/
26-30 Mar	ARDA World Annual Convention & Expo	Hyatt Regency, New Orleans	http://www.arda.org
	Milliken Experience		
6-7 Apr	BDwest	Los Angeles Convention Center, Los Angeles, CA	www.boutiquedesignwest.com/
11-14 Apr	AAHOA	Henry B. Gonzalez Convention Ctr., San Antonio, TX	http://aahoa2017.streampoint.com/
19-Apr	HD CitySCENE Chicago		
22-27 Apr	Highpoint Market	Highpoint, NC	www.highpointmarket.org
May	NEWH Regional Tradeshow-		http://newh.org/events-list/newh-regional-

	Hawaii		tradeshows/
May	Boutique Design Hospitality Match		
May	NRA Show	McCormick Place, Chicago, IL	
1-May	NEWH Founders Circle	Mandalay Bay Convention Center, Las Vegas, NV	
2-May	NEWH, Inc. Board of Directors Meeting	Mandalay Bay Convention Center, Las Vegas, NV	
3-5 May	HD Expo	Mandalay Bay Convention Center, Las Vegas, NV	
23-May	HD Siteseeing	New York, NY	
Jun	Boutique Hotel Investment Conference		
Jun	NEWH Regional Tradeshaw-United Kingdom		http://newh.org/events-list/newh-regional-tradeshows/
4-6 Jun	NYU Investment Conference		
7-Jun	HD Awards	New York, NY	
13-Jun	HD CityScene Washington DC		
12-14 Jun	NeoCon	Merchandise Mart, Chicago, IL	
14-15 Jun	NextGen	Washington DC	http://www.hdnestgenforum.com
25-27 Jun	HOTEC Design	Palm Beach, FL	http://www.hotecglobal.com/design
25-28 Jun	Hospitality Match	Charleston, SC	
26-29 Jun	HITEC		
24-Jul	Boutique Design Summer Forum		
30 Jul - 3 Aug	Las Vegas Market		
Aug	NEWH Regional Tradeshaw-San Francisco		http://newh.org/events-list/newh-regional-tradeshows/
Sep	Boutique Design Fall Forum		
Sep	Boutique Lifestyle Leadership Symposium		
Sep	NEWH Regional Tradeshaw-Minneapolis		http://newh.org/events-list/newh-regional-tradeshows/
12-Sep	HD CitySCENE New York		
Oct	NEWH Regional Tradeshaw-Chicago		http://newh.org/events-list/newh-regional-tradeshows/
Oct	NEWH Regional Tradeshaw-Seattle		http://newh.org/events-list/newh-regional-tradeshows/
3-Oct	HD CitySCENE Miami		
9-12 Oct	The Lodging Conference	Arizona Biltmore, Phoenix, AZ	www.lodgingconference.com/
14-19 Oct	Highpoint Market	Highpoint, NC	www.highpointmarket.org
25-Oct	HD CitySCENE San Francisco		
11-Nov	NEWH, Inc. Board of Directors Meeting	Javitz Convention Center, New York, NY	
11-12 Nov	NEWH EC Strategic Wrap-up	Javitz Convention Center, New York, NY	
12-14 Nov	HX: The Hotel Experience	Javitz Convention Center, New York, NY	www.thehotelexperience.us
12-13 Nov	BDNY	Javitz Convention Center, New York, NY	www.bdny.com
13-Nov	Gold Key Awards	New York, NY	www.bdny.com/Content/Gold-Key-Awards-Gala/10_58/
14-Nov	Platinum Circle Awards	New York, NY	www.hospitalitydesign.com/awards-events.shtml
Dec	IIDEX		
6-Dec	HD CitySCENE Dallas		
2018			
4-7 Mar	KBB Birmingham		http://www.kbb.co.uk
11-12 Nov	BDNY		www.bdny.com

NEWH BOARD OF DIRECTORS MOTION FORM

Date: November 12, 2016

Motion Number:

I, _____

Motion seconded by: _____

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

Notes on discussion: