



GOVERNING BOARD PACKET

7 November 2015

Meeting Room
1E 10/11

Jacob Javitz Convention Center
655 W. 34th Street
New York, NY 10018

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
 07 November 2015
 Jacob Javitz Convention Center
Room 1 E 10/11

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

Board of Directors Meeting

Saturday, 7 Nov 2015

12:30pm – 4:30 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 Cindy Andrews	Jason Stock Sandy Banks Ron McDaniel	Leigh Mitchell Lorraine Francis	William Stuart Michelle Finn	Deborah Herman Stacy Rauen
House of Delegates	Ellen Armer Cheri Bargaen Dalila Barragan Kelly Bowen Brandon Brockmiller Allison Calagna Debra Calkins	Stacy Costa Rachel Daus Barron Davis Stephanie Deshaies Joelle DiBlasi Karen Gutowski Westin Hammerstrom	Bruce Heins Rebecca Kundysek Chelsea Lawrence Rachel Martin Ron McDaniel Terri Metzger Kristofer Moore	Pam Niemann Kristen O'Bara Melinda Peck Teddi Powers Lauren Ritter Kacey Sharp	William Stuart Shannon Vance Leslie Gieger Wynne Jonathan Young Julie Zweifel

12:30 pm	Call to Order	Trisha Poole
12:35 pm	Establishment of Quorum - Presentation of Minutes and Motion to Accept	Brittany Johnson
12:40 pm	President's Welcome - Introduction of Guests - Introduction/Welcome to Becca Kundysek (Scholarship) - Introduction of Scholarship Recipients	Trisha Poole
12:45 pm	Financial Report - Fundraising	Fernando Diaz Ron McDaniel
12:55 pm	Education - Mentorship - Continuing Education - Sustainable Hospitality	Christine Wasmer Sandy Banks Mary Ann Thornam Lorraine Francis
1:15 pm	Chapter Successes COLLECTION OF BALLOT	Julia Marks Shelia Lohmiller
1:30 pm	B R E A K	
1:45 pm	Scholarship - Scholarship	Andrea Thomas Becca Kundysek
1:55 pm	Development - Membership - Expansion - NEWH Conferences - Digital Updates	Cynthia Guthrie Cindy Andrews Jason Stock Leigh Mitchell William Stuart
2:20 pm	Canada Update	Christine Tucker
2:25 pm	United Kingdom Update	Jonathan Young
2:30 pm	Ambassadors Report	Michelle Finn, Deborah Herman, Stacy Rauen
2:35 pm	Break Out Sessions - Our NEWH Brain Trust: How do we best utilize it? - Financial Responsibilities in Programming/Fundraising - Sustainability - Scholarship s: How do we market them better	Trisha Poole /Brittany Johnson/Shelia Lohmiller Fernando Diaz/Julie Buntrock/Jena Seibel Lorraine Frances/Nicole Crawford Andrea Thomas/Christine Wasmer/Phoebe Stein
3:15 pm	B R E A K	
3:30 pm	Summary/Discussion of Breakouts	
3:45 pm	New Business - Redefining NEWH Ambassadors - Call for Motions - Introduction of 2016-17 Executive Committee - Thanking departing Board Members	Trisha Poole
4:30 pm	Motion to Adjourn	

Executive Committee Meeting

Saturday, 7 Nov 2015, 8:30am – 11:30 am
Room 1E 10/11

Sunday, 8 Nov 2015, 8:00 am – 11:00 am
Room 2D 14

**WE ARE PROUD TO TELL YOU THAT 42% OF THE EXHIBITORS
AT BDNV HAS AT LEAST ONE (1) NEWH MEMBER!**

NEWH, INC. GOVERNING BOARD MEETING MINUTES

12 May 2015

Mandalay Bay Convention Center | Islander B Room | Las Vegas, NV

Executive Committee	Trisha Poole Brittany Johnson	Fernando Diaz Andrea Thomas	Cynthia Guthrie Christine Tucker	Julia Marks Helen Reed
Board of Directors	Mary Ann Thornam Cindy Andrews	Jason Stock Leigh Mitchell	William Stuart Sandy Banks	Michelle Finn Deborah Herman
House of Delegates	Ellen Armer Cheri Bargaen Dalila Barragan Kelly Bowen	Brandon Brockmiller Debra Calkins Stacy Costa Rachel Daus	Barron Davis Stephanie Deshaies Karen Gutowski Bruce Heins	Rebecca Kundysek Pam Niemann Kacey Sharp William Stuart Jonathan Young
Chapter Presidents	Karen Pelzer (AC-GP) Hope Case (Vegas)	Jonathan Kaler (LA) Brittany Johnson (N. Cen')	Vanessa Vaughan (NW) Jill Schmitz (San Fran)	Monica Bernal (South FL) Lora Spran (Sunshine) Tara Witt (Toronto)
Steering Committee	Karen Appert (North Carolina)		Jessica Wasmer (OC)	Kimberly Santowski (Vancouver)
Guests	Audrey de Filippis (NW) Morgan Brodey (NY)	Paige Nelson (NW) Judy Regan (LA)	Andy Schaidler (Chicago) Louise Ross (Dallas)	NEWH, Inc. staff: Shelia Lohmiller Julie Buntrock Nicole Crawford
Not in Attendance	Mary Blanchard (AZ) Jennifer Loux (Atlanta) Andrea Sims (Chicago) Kate Grubb (Dallas) Alison Sparer (Houston) Alicia Cannon (New York) Marie Poisson (Rocky Mt) Julian Brinton	Valerie Coleman (DC Metro) Christine Wasmer Julian Brinton Philip Byrne Dina Belon Tara Mastrelli Ron McDaniel Stacy Shoemaker Rauen	Allison Calagna (Houston) Joelle DiBlasi (South FL) Rebekah Ellis (UK) Leslie Geiger Wynne (Dallas) Westin Hammerstrom (N. Central) Chelsea Lawrence (RM) Rachel Martin (Chicago) Terri Metzger (San Fran)	Kristofer Moore (Chicago) Kristen O'Bara (AC GP) Melinda Peck (DC Metro) Teddi Powers (Sunshine) Lauren Ritter (NY) Shannon Vance (AZ)

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

The meeting was called to order by President Trisha Poole at 9:00 am. Executive Director, Shelia Lohmiller, 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 12, 2015

Motion Number: 1

I, Julia Marks, move to approve the minutes as presented.

Motion seconded by: Fernando Diaz

VOTE COUNT:

YEA: 10 NAY: 0 ABSTENTION: 0 STATUS OF MOTION: Carried: Defeated:

PRESIDENT – TRISHA POOLE

Discussion:

- Founders Circle (with Corporate Partners) was very successful
- Membership up to 5,263; 9% increase; double increase from year prior 4% increase from 2012-2013
- Thank-you to our chapters for their marketing and creating new members
- Increased chapter business level memberships at 119 vs. last year 87; we want to market to the large design firms
- In 2014, \$318,762 in awarded Scholarship funds with a 5% increase
- 5 very successful tradeshow with 7 planned for 2015
- NEWH magazine: 20,000 distributed
- 40 Corporate partners with 46 on the waitlist; good place to be, there is a lot of open support
- Strategic planning was in April, Executive Committee goes to Milliken annually Trudy Craven is a trained facilitator
- Re-visit our goals, problem solving, look at what is working what is not; focus on being true to our core mission of scholarship and education
- Focused a lot on scholarship: marketing, language, promotion, how do we move forward, etc.
- We need additional venues to award our scholarships at; potentially award a scholarship at Leadership Conference
- Considering going outside of our industry, market scholarship and sponsorship to areas outside of the hospitality industry
- Discussed how we can educate the industry more and meet our mission by offering additional CEU's and tutorials on spec writing, etc.

- to gain more designers and architects within our membership
- Marketing: We need to establish our story in a personal and professional way through our marketing efforts. Pursuing professional videos to tell our story.
 - Realization of what can be achieved was determined to move forward on new ventures
 - Established a timeline for future endeavors
 - Today's breakout sessions will provide everyone an opportunity to help NEWH craft our new goals and initiatives
 - The industry is very busy right now, it makes for a challenging time for our organization, it's hard to keep people involved and participating
 - Announcement of a few resignations today, we have solutions in moving forward
 - Philip Byrne, President Elect has resigned due to personal reasons
 - Andrea Sims, Secretary has resigned due to taking on a new position and additional responsibilities
 - Adrienne Pumphrey, Director of Sustainable Hospitality has resigned due to medical reasons
 - Dina Belon, VP Sustainable Hospitality, has resigned due to a need to align her role of sustainability more with her new company
 - Tara Mastrelli, Marketing Director, due to the demands of marketing and duties within her professional career
 - With Philip's resignation (President Elect) current positions will remain for (1) additional term
 - During the next cycle (next year) nominations we will elect our new President Elect and the cycle will continue as usual
 - Andrea Simms departure (as Secretary) we are required to have a Secretary, Brittany has stepped in to fulfill the requirement and role
 - Dina Belon has asked Lorraine Francis to step-in; Lorraine has graciously agreed
 - Tara and Dina held VP positions; we need someone that really fits those spots, we have some future ideas but will currently leave vacant so we don't rush to fill the slots
 - Anyone who previously reported to Tara would report directly to the NEWH, Inc. office and for sustainability everyone would report to Lorraine Francis and Lorraine will report to the NEWH, Inc. office
 - We feel that we have really talked all positions through and have carefully organized the solutions

MOTION TO ACCEPT RESIGNATIONS

Date: May 12, 2015

Motion Number: 2

I, Julia Marks, move to accept the resignations from Philip Byrne, Andrea Sims, Dina Belon, Tara Mastrelli and Adrienne Pumphrey.

Motion seconded by: Chris Tucker

VOTE COUNT:

STATUS OF MOTION:

YEA: 10 NAY: 0 ABSTENTION: 0 Carried: Defeated:

Name of person who abstained:

MOTION FOR DIRECTORSHIP APPOINTMENT

Date: May 12, 2015

Motion Number: 3

I, Julia Marks, move that the Board of Directors approve the appointment of Brittany Johnson to fill the balance of Andrea Sim's position of Secretary.

Motion seconded by: Cynthia Guthrie

VOTE COUNT:

STATUS OF MOTION:

YEA: 10 NAY: 0 ABSTENTION: 0 Carried: Defeated:

Name of person who abstained:

MOTION FOR DIRECTORSHIP APPOINTMENT

Date: May 12, 2015

Motion Number: 4

I, Julia Marks, move that the Board of Directors approve the appointment of Lorraine Francis to fill the balance of Adrienne Pumphrey's position of Director/Sustainable Hospitality.

Motion seconded by: Fernando Diaz

VOTE COUNT:

STATUS OF MOTION:

YEA: 10 NAY: 0 ABSTENTION: 0 Carried: Defeated:

Name of person who abstained:

VP/FINANCE – FERNANDO DIAZ

Discussion:

- NEWH, Inc. and Chapters are financially healthy
- Awarding a great amount in scholarships
- Las Vegas and UK please submit your budgets ASAP (UK received during the meeting)
- Please make sure chapters are submitting results of activity reports on time
- For the first time, NEWH Leadership Conference was in the black, not the red cong
- Thank-you Trisha Poole for asking the Corporate Partners to raise their Product Showcase price and using that money to help fund the conference
- Our goal has always been to be at a breakeven point and we're there

- By adding the signature event and keeping our registration cost low we offer a valuable asset to the industry
- Orlando, San Francisco and Dallas have really raised the bar in growing NEWH Leadership Conference
- We are very excited about the future of NEWH Leadership Conferences and we would like to personally thank Leigh Mitchell for her involvement
- Comments:
- Leigh Mitchell has been very professional and organized in arranging our Leadership Conference, we thank Leigh for her commitment and time
- We are having a Leadership Committee kick-off meeting in June at NEWH, Inc.

PAST PRESIDENT – JULIA MARKS

Discussion:

- Chapters have come a long way, it was a pleasure reading all of your reports
- As an organization we have really grown
- We've reached 3.7 million in awarded scholarships, some chapters are awarding some major amounts
- Dallas has the most members at 515 members
- Vancouver Regional Group has 183 members
- Northwest Chapter has a 30% increase in membership this year; Orange County has gone up 102%
- Engagement is a great word to reflect on, when you see numbers at this level people are engaged, they love what they are doing, the events that are being offered
- The focus group we held with designers about membership was successful, continue to ask your members what else we can do to involved them more
- Look at your chapter as a business, what's working, what's not working, continue with executive team meetings, keep the business strategies high and engaging

MOTION TO FUND AN OUTSIDE MARKETING PERSON

Date: May 12, 2015

Motion Number: 5

, Fernando Diaz, request the NEWH, Inc. Board approve funding a marketing contractor with the proceeds of the Leadership Conference.

Motion seconded by: Cynthia Guthrie

VOTE COUNT:

YEA: 10 NAY: 0 ABSTENTION: 0 STATUS OF MOTION: Carried: Defeated:

Name of person who abstained:

MENTORSHIP – SANDY BANKS

- April 29th first kick-off meeting launched with NEWH Washington DC Metro Chapter during their Winesday Wednesday event
- 25-30 people in attendance with a mix of designers, reps and educators
- Came away with several applications to be a mentor
- We need to focus more on our educators, scholarship recipients, applicants, etc.
- Let students and educators know this program is available and they potential success it can bring them
- Meeting with Deborah and Ginger to strategize for the next event in San Francisco
- Chicago will be the 3rd chapter to incorporate the launch
- We wanted to launch the program slowly so we could ensure success
- Next step, we need everyone to incorporate this into your meetings and events
- Applications and brochures are available at NEWH booth
- Details will be posted on the NEWH website
- Please let us know your suggestions
- In DC, Shelia Lohmiller and Trisha Poole graciously attended and we discussed enrolling more students and scholarship recipients to establish a strong core in moving forward
- Talked about holding a speed-dating set-up or mentoring children in poverty areas, etc.

VP/EDUCATION – ANDREA THOMAS, SCHOLARHIP CHAIR | SUSAN BURNSIDE

Discussion Andrea Thomas:

- NEWH, Inc. scholarships: offering 3 new hospitality management scholarships (HMG & HI-Connect)
- Presently re-naming scholarships; all scholarships will start with NEWH, scholarship type, sponsor name
- ICON held a \$5,000 and \$3,500 scholarship award; we're striving to have more consistency in the awarded scholarship amounts
- ICON will now be (1) scholarship at \$7,500 scholarship award to be awarded in New York annually
- New award venues would be conventions, etc. ALIS, Green Build, etc. let us know your thoughts
- We want to partner with other venues and promote our scholarship offerings
- Chapters are doing amazing work, students must have eligible current debt for tuition, books or supplies and scholarship checks can never be made payable to the students
- We encourage your participation in the scholarship and education discipline calls this includes: current and or incoming directors , student reps or anyone interested in holding the position

- New York chapter launched a mentorship program contact Morgan or NEWH, Inc. for additional details
- Comments:
- NY Chapter: New event for 2015, held recently, marketed event as people finding interns and students finding internships while promoting networking
 - As a result of the event a lot of people hired interns
 - Currently thinking about how we can expand the event and make it grow even further
 - The event would tie into the mentorship program
 - We all need interns and more help, it helps to engage both professionals and students where they both receive something they are looking for

FUNDRAISING– FERNANDO DIAZ

Discussion-Fernando Diaz:

- Planning NEWH Signature event: Mart Mélange
- First quarter in 2016 in South Florida
- Concept is similar to DIFFA Fashion event (jean jacket fashion design competition with auction)
- Send blank canvas to designers, etc. ask for pieces from within and outside hospitality markets
- Hold an event in South Florida with a silent and live auction with celebrity honorary committee (Gloria Estefan as honorary chair)
- The chapters will receive funds for participating
- \$50,000 motion request is for: Deposits on venues, event planner, professional PR

Discussion-Cynthia Guthrie:

- Idea was to come up with an event that would support scholarship and education with funds coming from inside and outside of our industry
- Thought was how else can we boost scholarship funds and educational offerings by not over taxing out current corporate partners and sponsors while reaching out to other markets and raising the visibility platform of NEWH
- Chapters are amazing, with a busy industry and accomplishments of each chapter is outstanding
- We will have a very strong marketing campaign
- We are looking at several different venues, each would hold a different budget and offer a different experience
- Once we're ready, we're going to ask each Chapter to select designers, etc. to assist with talent and donations
- We don't see lifestyle members within our agency, we need to raise the bar and look at outside funding sources such as Chase, Coca-Cola, etc.
- By inviting the general public into our event we change our demographics while promoting the good of our industry in a charity type event setting

Comments:

- What percentage would chapters obtain from the fundraiser?
- Exact amounts have not yet been determined, the amount to be shared with chapters would go towards their scholarship account
- We understand some chapters may not have the contacts needed but we are requesting all chapters to participate if they can we really need everyone's support

MOTION TO FUND NEW FUNDRAISING INITIATIVE

Date: May 12, 2015

Motion Number: 6

I, Fernando Diaz, request the NEWH, Inc. Board approve funding NEWH Art mélange fundraising initiative up to \$50,000.

Motion seconded by: Julia Marks

VOTE COUNT:

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

Name of person who abstained:

VP/MEMBERSHIP – CYNTHIA GUTHRIE, MEMBERSHIP | CINDY ANDREWS, MEMBERSHIP | JASON STOCK, EXPANSION

Discussion Cynthia Guthrie:

- Dallas Chapter: Engage hospitality committee to reach out to new members and to inspire members to become engaged, give them small tasks that keep them busy for a week or two. Each board member is assigned a new member (board buddy system) they reach out with a small email such as hope to see you at Next and Now event, etc. You start with one member and you do all you can to continue with that member.
- Top Tier-Golf event: Different levels of sponsorship, if you wanted to sponsor a top-tier it costs more it also included a new member at that level. When you have 20-40 lanes it brings in that many new members. The secret was that we gained their interest because they were invited to attend and received a membership from attending.
- Very active discipline calls this year, please participate
- When you have any kind of an event please make sure corporate partner signs are always displayed
- Give new members recognition, always recognize them, do whatever it is you can, always make people feel welcome and make them feel like they fit in
- Recognize and understand how important programming is to your chapter to attract the right kind of demographic
- If we get great vendors that are participating, while attracting the design and architectural community you will have a engaging and successful chapter, think about ownership and how you can include them

- Make sure content is enriching and fulfilling and the same with fundraising
- Don't let designers and architects be chased down at events, make sure they are enjoying it and that others are being respectful of their presence
- Membership drives: Chapters are incorporating the cost of the membership into the event budget, chapters are being very mindful of who they want to give a "gifted" membership to and thinking about who else it might attract by bringing in that one selected person.
- Let vendors select who will get the sponsorship (when sponsoring events), some vendors are happy to award memberships
- We do an analysis of membership retention in the board report; gifted memberships are not tracked

Discussion-Cindy Andrews:

- Putting together a best-practices template, please let me know your additional input, the final production will be placed on the website under board resources for everyone

Discussion-Jason Stock:

- Our demographic is important; essentially chapter and regions have the same challenges.
- Challenges are succession, retention, funds and volume or variety of members
- Moving forward, focus on reaching out to all founding members for guidance
- There are certain areas where the market is not as strong, it just depends on geographic
- Attend discipline calls, great discussion and ideas are shared, we all experience the same challenges and want to move forward in the right direction to fit our members needs
- Potential Cincinnati, Ohio regional group to be started

NEWH LEADERSHIP CONFERENCE – LEIGH MITCHELL | NEWH CONFERENCES

Discussion-Leigh Mitchell:

- June brainstorming session to be held in June
- Between showcase and conference attendance of 753 people
- 155 exhibitors at product showcase
- Denver has been selected for 2017
- Jena is working on hotel possibilities, stay tuned
- Please contact Leigh with questions or interest

Denver Comments:

- We are very excited to host the 2017 conference and are looking forward to a planning template

NEWH AMBASSADORS – MICHELLE FINN | DEBORAH HERMAN | STACY SHOEMAKER RAUEN

Discussion Michelle Finn:

- We travel and attend numerous events, including industry events
- Our job is to open the doors to NEWH and its members while promoting and supporting our chapters and members
- ALIS and other industries have really embraced NEWH
- Shout out to Orange County for the Fashion Challenge event, great job!

Discussion Deborah Herman:

- Leadership Conference was amazing
- Toronto golf tournament and Dallas event were amazing
- Toronto silent and live auction were impressive, it helps to raise the amount of funds for the chapter
- The thought process behind a auction: should you auction only (1) chair or (1) lamp, what would someone want or need
- NYU possible venue for future scholarships
- The idea is to always raise the bar for NEWH, be at events thinking of NEWH
- The events show our position in our industry
- We are a large networking organization, we are not just a gender controlled organization we have moved past this theory, congratulations for moving and growing

INTERNATIONAL RELATIONS | CANADA – CHRIS TUCKER

Discussion Chris Tucker:

- Canada is doing wonderful
- Vancouver has 132 student, they've engaged professors in schools they've had a wonderful chosen scholarship recipient winner last year
- As a new group they're going after business memberships, they're over the hump of trying to be a chapter they're not looking it as a negative process but that being a regional group can be very strong
- Thank-you to our NEWH Ambassadors who attend our events, Deborah is a big sponsor and Michelle will be sponsoring in September and attending our event
- Reach out to our NEWH Ambassadors they are there for you
- We don't have a very strong show in Canada but we always invite you to come our way
- Thank-you for supporting us

Comments:

- How do you engage professors and obtain so many student members (Vancouver)?
- It's about communication through the educators and creating the relationship. Promote your membership and scholarship through the colleges by visiting and talking and inviting them to events. Ask your educators to distribute your information. Instead of just emailing give them a call; ask a rep in the area to visit the college.

- Ask scholarship recipients to provide contact details for professors they thought who would want to be more involved; we invited them to sit on the chapter board as an educational chair. Our scholarship applications grew and well as our connections with educational professional and students.

MOTION TO CREATE POSITION OF VICE PRESIDENT/EDUCATION

Date: May 12, 2015

Motion Number: 7

I, Andrea Thomas, move that the Board of Directors approve the creation of the position of Vice President/Education.

Motion seconded by: Cynthia Guthrie

VOTE COUNT:

STATUS OF MOTION:

YEA: 11 NAY: 0 ABSTENTION: 0 Carried: Defeated:

Name of person who abstained:

INTERNATIONAL RELATIONS | UK – JULIAN BRINTON

Discussion-Jonathan Young:

- Thank-you all for the support
- We've had our challenges, membership has suffered
- We're looking for exciting opportunities to grow our membership
- We've managed to obtain more designers and purchasing agents
- NEWH in the US is an amazing networking organization, in the UK we have additional organizations
- We have to show the value of our membership to move forward
- Chapter business memberships have increased
- US based companies have offices in the UK, we are trying to grow our connections
- As a result of the Dallas NEWH Leadership conference we had a great opportunity to make new connections
- We offered a very successful hotel tour last month; the design community was very engaged in the entire process
- The new restaurant that opened is the strongest Marriot restaurant property in the world
- Very exciting time for the UK chapter; membership will drive our success and future
- We would benefit from having the opportunity to engage with your connections, please share connections, networking ideas, etc.

INTERNET COMMUNICATIONS | WILLIAM STUART

- We want everyone engaging on the website
- Chapters should promote and utilize their chapter website page
- Goal to refine current website, make it easier
- We want to make sure people that are visiting are staying on the page and getting what they need

BREAK OUT: Group Discussions Overview

Trisha Poole: Break-Out Sessions (3 Groups):

- Discussion at strategic planning was to add a marketing director for each chapter (see handout)
- What can we do now to further marketing initiatives
- Break-out group will focus on what you're currently doing, what you need, where you're moving forward
- The other break-outs discuss markets we're not involved with and markets we could be involved with when awarding scholarships or looking for sponsors
- What can students do for us, how do we track our recipients, what can we ask of them, what are they looking for, what kind of responsibilities can we ask of them when awarding them a scholarship, how do we keep them engaged

Breakouts help NEWH, Inc., gives you details to take back to your chapter, synergize thoughts together.

Email your notes to Shelia shelia.lohmiller@newh.org

1. Developing New Markets for NEWH Scholarships and What That Means to the Organization | Trisha Poole/Fernando Diaz/Michelle Finn
2. What Should Scholarship Recipients do for NEWH? | Andrea Thomas/Nicole Crawford/Stacy Rauen
3. Defining the Role of the Chapter Marketing Director | Brittany Johnson/Cynthia Guthrie

BREAK OUT: Group Discussion Reports

GROUP ONE-Developing New Markets for NEWH Scholarships and What That Means to the Organization

- Inviting scholarship recipients to attend fall/summer/winter forum (HD)
- Smaller venues can lead to interviews, internships, etc.
- Good way to promote that NEWH can fund your education and assist with your first job
- Scholarship at SLEEP event elevates NEWH to a visible international venue, would gain student interest; find a sponsor to help with travel costs
- Paris product competition scholarship (interior, industrial, furniture design, etc.)
- Award a student who is farther along in their studies who has shown excellent leadership a scholarship at NEWH Leadership Conference
- Have a student focus group to discuss their game changing ideas, utilize the fresh minds of students

- NEWH Sustainable Design Competition scholarship, award at USGBC conference to make it more relevant to the audience and applicant
- Create an opportunity where award recipients get together with the judges and develop relationships/connections in a mentor type experience/setting

GROUP TWO-What Should Scholarship Recipients do for NEWH?

- Utilize students at chapter events/check in tables, entwine them in any area
- Link students with a board buddy
- Personally invite students to events, quickly chat about the event so they know what to expect, make a personal connection
- Students are busy, they skim over emails/ posts, it has to really grab their interest for them to take the time to attend
- Out of area colleges within chapter territory, send local reps to those areas to distribute scholarship information
- Hold a lunch and learn at colleges, or a winter warm-up where you meet at a local coffee shop and educate students and professors on what they can access through NEWH
- Involve scholarship recipients and current students; ask them to distribute information to local student councils or groups such as ASID, IIDA, etc.
- Reach out and update your school list annually, enroll a committee
- Use design, college and student social media sites reach out to other opportunities and get your information out there
- Roundtable discussions with professionals and students
- Track your scholarship recipients, extend a personal outreach to them whenever possible
- NEWH New York Chapter recently had a networking/mentoring event creating an opportunity for students and professionals to be engaged, this was a very well attended event. The event was a little more casual vs. the very successful NEWH North Central Chapter Speed Networking event; determine what would be the best fit for your area.
- Be careful using the term networking, if you use it explain what it will mean in short clear bullet points to establish clear messaging
- For mentoring explain is it something short and sweet or does it have a long term commitment, get all of the details out there in a clear and short explanation
- Interview your NEWH scholarship applicants, it gives you an opportunity to promote how NEWH can further their education, career and how their involvement at the chapter level can grow their personal and professional development
- Utilize your recipients on your chapter website scholarship page
- Highlight students in your newsletter
- Plan to reserve funds to send students, recipients to NEWH Leadership Conference
- Share with your membership your current and past recipients (where are they now, etc.), it's key that membership understands this is why we have events; promote our mission of scholarship and education
- Have a template elevator speech about scholarship; use at all chapter events
- Have a small poster board of recipients, headshot, bio, etc. at all events (check in table)

GROUP THREE –Defining the Role of the Chapter Marketing Director

- Extra involvement from chapters to maintain social media sites, etc. will be key
- Marketing director will be able to tailor message to specific area (membership/scholarship/etc.)
- Social media highlights should be a constant process with templates available to define the process needed for each chapter
- Chapters will need tips how to send a message, when, how frequently, etc.
- Will need a good oversee of official branding and marketing materials
- Make sure announcements are being sent within the correct time (check time zones)
- Have a dedicated person at Inc. level who will coordinate, provide templates and support to chapter marketing directors
- Make materials consistent

Comments:

- Start thinking about who you want to fill the position, the position will begin when elections are released
- Don't just fill the position, consider someone who has a creative edge that has the time to market your chapter successfully

MOTION TO CREATE POSITION OF DIRECTOR/MARKETING ON THE CHAPTER LEVEL

Date: May 12, 2015

Motion Number: 8

I, William Stuart, move that the Board of Directors approve the creation of the position of Director/Marketing on the Chapter level.

Motion seconded by: Susan Burnside

VOTE COUNT:

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

Name of person who abstained: _____

New Business | Trisha Poole

New Business-Trisha Poole:

- View the NEWH organization chart (handout)
- Due to current initiatives in scholarship and fundraising there are two key positions we wish to extend to keep the consistency in our developments and move forward with goals
- Request that Andrea Thomas VP/Scholarship and Cynthia Guthrie VP/Development remain in their position for (1) additional term
- We don't want to lose the created energy or focus on current projects, their current goals will clearly wrap over into another term
- Creating a new VP position due to the overwhelming growth in scholarship and education

- Education is our mission, it has grown and can easily handle its own VP position
- Christine Wasmer was our previous VP/Education, she was a wonderful leader in her role with experience in CEU's and education
- Chris has agreed to take on the position of VP/Education
- There used to be a VP/Membership, by adding a new VP we did not want to overwhelm the Executive Committee
- We carefully looked at all positions, we're recommending to dissolve VP/Membership and make it part of VP/Development
- Membership and expansion falls into development
- Development used to handle our corporate partners which is now handled by our NEWH, Inc. office, so we feel very comfortable with re-defining the roles
- Directors under VP/Development: Membership/Expansion would be (1) directorship
- NEWH Conference/Events would be under VP/Development
- Fundraising will report directly to VP/Finance
- VP/Marketing & VP/Sustainability will remain open until we decide future endeavors
- We are soliciting proposals for a professional firm/person
- William will continue to report to NEWH, Inc. focusing on the digital aspect of our marketing needs
- Thank-you card from Lynda Sullivan shared; flowers and remembrance from NEWH in care of her husband Bob Young
- UK submitted their annual budget during the board meeting today; Las Vegas please submit your budget
- Thank-you everyone for your time and participation
- We look forward to seeing you in November in New York

MOTION TO CREATE POSITION OF VICE PRESIDENT/EDUCATION

Date: May 12, 2015

Motion Number: 9

I, Andrea Thomas, move that the Board of Directors approve the creation of the position of Vice President/Education.

Motion seconded by: Cynthia Guthrie

VOTE COUNT:

STATUS OF MOTION:

YEA: 11 NAY: 0 ABSTENTION: 0 Carried: Defeated:

Name of person who abstained:

MOTION FOR VICE PRESIDENT APPOINTMENT

Date: May 12, 2015

Motion Number: 10

I, Julia Marks, move that the Board of Directors approve the appointment of Christine Wasmer to fill the newly created position of Vice President/Education.

Motion seconded by: Fernando Diaz

VOTE COUNT:

STATUS OF MOTION:

YEA: 11 NAY: 0 ABSTENTION: 0 Carried: Defeated:

Name of person who abstained:

MOTION FOR VICE TERM EXTENSIONS

Date: May 12, 2015

Motion Number: 11

I, Julia Marks, move that the Board of Directors approve the extension of the terms of VP/Scholarship and VP/Membership (Development) for one additional term.

Motion seconded by: Brittany Johnson

VOTE COUNT:

STATUS OF MOTION:

YEA: 11 NAY: 0 ABSTENTION: 0 Carried: Defeated:

Name of person who abstained:

Adjournment:

MOTION TO ADJORN

Date: May 12, 2015

Motion Number: 12

I, Fernando Diaz, move that the meeting be adjourned at 12:30 pm.

Motion seconded by: Helen Reed

VOTE COUNT:

STATUS OF MOTION:

YEA: 11 NAY: ABSTENTION: Carried: Defeated:

PRESIDENT

TRISHA POOLE

Job Purpose:

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

2015 GOALS

FURTHER THE MISSION OF NEWH

KEY GOALS FOR 2015:

- 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.
PROGRESS: NEWH has elevated the Leadership Conference within the hospitality industry to be one of the few conferences that offers networking opportunities with these high levels, key professionals. We will continue to focus on this conference as one of our most valuable offerings to the industry. NEWH is now engaged with ALIS, NYU and Lodging as a sponsor and attendee within their events that are primarily the Ownership demographic we seek. We are building a relationship with these new partners that will help us achieve our above stated goal.
- 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.
PROGRESS: An NEWH Brand Audit was initiated internally and data was collected that will help us pursue improvements in our international marketing and PR. As we remain committed to this goal we realize it is labor intensive and requires professional expertise so we will seek outside marketing/PR assistance to achieve our goals.
- Build a higher awareness of NEWH and the mission of scholarships.
PROGRESS: NEWH is working with VP Scholarship, Andrea

Thomas to improve current scholarship programs and develop new scholarships that will build awareness for the organization while providing the necessary funds for students within related college programs. NEWH has identified new scholarship award venues with media partners that will help bring a higher awareness to our Scholarship program and the success of NEWH's fundraising efforts. New scholarships have been identified and the opportunities along with the names have been simplified to make our message clear for increase in quantity of higher quality submissions. We will continue to pursue new scholarship partners that are suitable for the advancement of our mission.

The 2015 Leadership Conference successfully hosted the NEWH Scholarship Luncheon at the center of the conference in Dallas. The cost of the luncheon was included in the conference ticket, therefore allowing ALL attendees to witness the astonishing stories from our past recipients and learn the impact of NEWH's chapter scholarship programs. It was a great success and will be improved/enhanced for the 2017 conference.

We continue to consider hospitality brands an opportunity for a positive and powerful scholarship opportunity for NEWH. The research and development of this additional scholarship partnership is included with the above stated goal.

STEPS TO ACHIEVE GOALS

- Support and make all NEWH initiatives a priority that directly relate to the advancement of the Key Goals for 2015.
- Listen and identify new ideas and interesting concepts that are offered by NEWH supporters related to the modification or addition to the "Key Goals."
- Offer support and leadership to all EC and IBOD Members as they work towards their goals.

PRESIDENT ELECT

Job Purpose:

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

SECRETARY

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.

OTHER REPORT ITEMS

- The year started off really well and throughout the summer the minutes have started to lag a bit. Please make sure you're getting in all of your outstanding minutes.
- Please remember to take accurate minutes and motions at each chapter board meeting. Please ensure you are getting those minutes approved and in to the Inc. office in a timely manner.
- If your secretary is unable to attend a board meeting please begin the meeting by designating someone to take notes.
- Remember that if a motion is made at a meeting without a quorum and you move the vote to email you need 100% participation to make the motion valid.
- Keep up the good work, let's finish the year strong, and get all minutes into the Inc. office before the New Year!

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

2015 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 *(very important)*
- Participate in all discipline calls *(thank you everyone for participating)*
- Maintain or cause to maintain Strategic Plan
- Produce NEWH Signature Fundraiser

STEPS TO ACHIEVE GOALS

- Work with NEWH, Inc. office to follow up on chapters not forwarding information ;
- Work with Diane and Jena to make sure chapters know (via board training) that information is to be submitted to NEWH, Inc. promptly; and
- Follow up with chapters to submit signature bankcards after the **first** board meeting of the year.
- Produce new Signature Fundraiser – “Art Mélange” scheduled for March 20, 2016 at the International Polo Fields in Palm Beach

(Wellington), FL

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

- Chapter’s should look at increasing their dues, as most dues have not be raised in over 6 or 7 years.
- 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**
- **It is of utmost importance that you mentor the incoming treasurer into his/her position**
- **Signature cards will be going out if not received already, so ensure they are returned in a timely manner. Due date : January 15, 2016**

THANK YOU – RESULTS OF ACTIVITY REPORTS ARE BEEN SENT INTO INC OFFICE WITHIN 45 DAYS AFTER THE EVENT

BANK BALANCES	
account balances as of 4/30/2015	
General	\$ 595,631.31
Scholarship	148,658.93
Cliff Tuttle Scholarship	32,279.15
Money Market <i>(cash reserve fund)</i>	334,667.85
Long Term Reserve Account <i>(money market acct receives higher interest than CD)</i>	300,000.00
Cash Reserve Account <i>(money market acct receives higher interest than CD)</i>	200,000.00
CD	200,000.00
NEWH, Inc. acct in Canada (7/31/13)	US 15,000.00
NEWH Canada, Inc.	CAD 36,355.18
NEWH, Inc. acct. in London	US 25,000.00

Chapter	Annual Budget Rec'd	Statement from Bank	Labeling cts and deposits	Updated Signature Cards	Current on tax matters for 2014	2014 Fundraising Remittance	2014 to date Fundraising %***	2014 Monies transferred to Scholarship Acct	2015 Fundraising Remittance	2015 to date Fundraising %***	2015 Monies transferred to Scholarship Acct	Checking Bal	Date	Scholarship Bal	Date	CD	Date
Arizona	X	X	X	X	X	Yes	53%	12,075.26	Need info	0%	600.00	8,478.09	9/30/15	4,456.31	9/30/15		
Atlanta	X	X	X	X	X	Yes	46%	15,698.84	Invoiced	35%	31,074.55	54,192.21	9/30/15	27,733.28	9/30/15		
Atlantic City	X	X	X	X	X	Yes	34%	4,420.00	N/A	0%	4,688.45	12,110.96	9/30/15	18,175.05	9/30/15		
Chicago	X	X	X	X	X	Yes	47%	27,903.33	Invoiced	22%	22,903.33	113,728.12	9/30/15	32,239.40	9/30/15		
Dallas	X	X	X	X	X	Yes	43%	-	Need info	0%	32,589.81	25,283.35	9/30/15	76,866.58	9/30/15		
Houston	X	X	X	X	X	Yes	79%	9,004.65	Yes	84%	30,916.31	40,268.69	9/30/15	30,846.05	9/30/15		
Las Vegas	X	X	X	X	X	Yes	15%	68,617.13	Need info	0%	12,920.29	33,372.33	9/30/15	98,205.35	9/30/15		
Los Angeles	X	X	X	X	X	Yes	48%	35,329.44	Need info	0%	-	119,099.63	9/30/15	122,092.07	9/30/15		
New York	X	X	X	X	X	Yes	22%	30,100.00	Yes	51%	8,403.90	100,065.03	9/30/15	82,684.06	9/30/15		
North Central	X	X	X	X	X	Yes	44%	13,295.76	Yes	48%	1,105.94	29,255.62	9/30/15	26,470.62	9/30/15		
Northwest	X	X	X	X	X	Yes	52%	24,075.58	Invoiced	55%	38,100.55	66,847.02	9/30/15	57,761.10	9/30/15		

												Checking/Date	Scholarship/Date	CD/Date			
Rocky Mountain	X	X	X	X	X	Yes	26%	7,031.43	Yes	34%	19,869.98	34,054.84	9/30/15	27,564.72	9/30/15		
San Francisco Bay	X	X	X	X	X	Yes	51%	45,724.26	Need info	0%	-	74,048.77	9/30/15	72,899.35	9/30/15		
South Florida	X	X	X	X	X	Yes	22%	6,180.57	Invoiced	42%	-	29,346.05	9/30/15	25,476.37	9/30/15		
Sunshine	X	X	X	X	X	Yes	58%	4,181.64	Yes	52%	27,000.00	82,568.79	9/30/15	51,424.79	9/30/15		
Toronto	X	X	X									27,653.33	9/30/15	41,434.34	9/30/15		
United Kingdom	X	X	X									6,493.22	9/30/15	3,524.93	9/30/15		
Washington DC	X	X	X	X	X	Yes	51%	52,283.18	Need info	0%	26,195.16	172,281.10	9/30/15	69,624.07	9/30/15	40,093.59	9/30/15
Regional Groups																	
Hawaii														21,792.78	9/30/15		
New England												9,949.02	9/30/15	18,619.37	9/30/15		
North Carolina												6,068.72	9/30/15	11,673.60	9/30/15		
Orange County												1,957.02	9/30/15	23,479.26	9/30/15		
San Diego												400.00	9/30/15	18,864.16	9/30/15		
Vancouver																	
Virginia														12,035.82	9/30/15		

2015 BUDGET WORKSHEET

		INCOME	EXPENSE
President		-	12,329.11
President Elect		-	-
Past President		-	848.08
	Founders Circle	-	14,220.30
	Mentorship	-	3,585.74
Executive Adviser		-	356.23
Secretary		-	1,032.89
	Board Training	-	10831.67
Vice President Finance		-	2451.42
	Travel / Delegate	-	10,805.91
Vice President/Education		-	2,290.38
	Scholarship	7,271.74	5,343.82
	Continuing Education	4,400.00	961.57
	Sustainable Scholarship	14,000.00	12,711.24
	ICON Scholarship	17,900.00	14,015.05
	Hospitality Management Scholarship	7,500.00	7,295.44
	Women Leaders in Hospitality Scholarship	5,000.00	10,188.65
	Clifford Tuttle Scholarship	-	5,000.00
	Vendor Scholarship	17,500.00	20,143.86
VP/Membership		-	2,051.91
	Membership	216,203.53	115,518.57
	Expansion	-	58.11
VP/Development		-	60.91
	Corporate Partner Development	581,388.00	17,426.13
	Fundraising	86,371.88	11,451.44
	Leadership Council	-	-
VP/Marketing		-	19,642.79
	Marketing	-	601.25
	Marketing Communications	30,629.44	2,233.17
	Marketing Collateral	-	657.58
	NEWH Awards	-	1,403.21
VP/Events		-	718.88
	Tradeshows/USA	1,631.00	35,902.10

Tradeshows/other	-	-
Tradeshows/Regional	1,061,240.00	617,688.31
NEWH Conferences	119,123.02	292,220.35
VP/Sustainability	-	75.39
Sustainable Conference	-	-
Sustainable Hospitality	35,300.00	1,962.02
Administration	5,433.06	560,564.48
NEWH Governing Board Mtg.	-	9,153.85
Website	25,187.12	40,664.11
Publications	-	2,460.51
Reserve Acct.	-	50,000.00
Bank/Credit Card	987.50	23,706.18
	2,237,066.29	1,939,219.21

2015 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
Crypton Fabrics	Patron	2014
Delta Faucet Company	Patron	2014
Hospitality Design Group	Patron	2001
Hospitality Media Group, LLC	Patron	2012
Hotel Interactive	Patron	2012
Installation Services Group	Patron	2010
Milliken 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
Bernhardt Hospitality	Supporting	2012
Conneaut/Cortina Leathers – <i>will be leaving at the end of the year</i>	Supporting	2012
Electric Mirror	Supporting	2008
Enduratex	Supporting	2015
Fabric Innovations	Supporting	2011
Karndean DesignFlooring	Supporting	2011
Lexmark Carpet + Northwest Hospitality Carpets	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
W A L T E R S	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

Instead of report format, I am providing all information in bullet points. The below is consistent to what has been mentioned throughout the year. I feel it is important it is still used in conversations in 2016.

SPONSORS

- Corporate
- Event
- In-Kind

SPONSOR BENEFITS

- Marketing

- Event

VIP TREATMENT

NEWH WEBSITE

- Put all fundraising events on one page

ORGANIZATION

COMMITTEES

GMAIL

DISCIPLINE/CONFERENCE CALLS!!!

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

2015 GOALS

SCHOLARSHIP

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

EDUCATION

- Assist VP of Education and Director of Continuing Education in fulfilling requirements for the IACET application to be approved as a provider organization for continuing education, when necessary.

MARKETING

- Establish a consistent format for forms and collateral for all scholarships in keeping with the overall marketing vision for the organization. Assist in the creation of a video for marketing the scholarship mission of NEWH.

HOSPITALITY MANAGEMENT SCHOLARSHIPS

- **NEWH Hospitality Management Scholarship** sponsored by FABRIC INNOVATIONS
This is the 3rd year of a three 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 10, 2015, in conjunction with the HX: The Hotel Experience show and BDNV in New York. The recipient is Eric Noonan, a graduate student at the University of Nevada, Las Vegas
- **NEWH Women Leaders Scholarship** sponsored by HOSPITALITY MEDIA GROUP
This \$5,000 scholarship is open to female Hospitality Management majors, only and will be awarded to Debora Mathis, a

student in the Master of Tourism Management program at George Washington University. She will be recognized at the Boutique Design Power Players: Women Leaders in Hospitality breakfast on November 9, 2015.

- **NEWH Hospitality Management Scholarship** sponsored by HOTEL INTERACTIVE

This is the second \$5,000 award that will be given on March 17-19, 2016 at the HI Connect Gala in Nashville, TN. Application is open to all hospitality management students, with a January 2, 2016 deadline.

- **NEWH Women Leaders Scholarship** sponsored by HOSPITALITY MEDIA GROUP

This is a \$5,000 award available to female students, only and will be given on March 31, 2016 in conjunction with BD West in Los Angeles at the Boutique Design Power Players: Women Leaders in Hospitality breakfast. The application deadline is January 2, 2016.

INTERIOR DESIGN SCHOLARSHIPS

- **NEWH Clifford R. Tuttle Scholarship**
The second \$5,000 Scholarship, honoring Cliff Tuttle, will be given at the Platinum Circle Awards on November 10, 2015, in conjunction with the HX: The Hotel Experience show and BDNV in New York.
The recipient is Jaymie Borhardt, a graduate student in Interior Design attending the University of Manitoba in Winnipeg, Canada.
- **ICON of Industry**
The 2015 ICON is Deborah Herman, owner of Fabric Innovations.
A \$7,500 Scholarship in her honor will be given on November 9,

2015, at the Gold Key Awards. The winning student is Katelyn Koch, an undergraduate Interior Design student at the Savannah College of Art and Design.

- **Harvey Nudelman Scholarship** sponsored by Fabricut Contract/ S. Harris & FR One
This \$5,000 will be awarded at HD Expo at the NEWH booth on May 4, 2016. The deadline for applications is February 29, 2016.
- **NEWH Product Design Competition** sponsored by Symmons Industries
Their third award of \$4,000 will be given at the New Entrepreneurs Breakfast in Las Vegas at HD Expo in May 2016. 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.
- **Sustainable Design Competition Scholarships** sponsored by JLF Ionemeadow
We are grateful to JLF Ionemeadow for their continuing

sponsorship of one of these two \$5,000 awards, one for an undergraduate student and one for a graduate student. This year's competition is a Sustainable HOTEL BAR/RESTAURANT. The students will be honored during the HD Expo, May 4-6, 2016. The Intent to Participate Form is due on December 18, 2015 and the project submittals are due on February 19, 2016.

Website updates/corrections as necessary

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

2015 GOALS

- Rapidly acclimate to the role and responsibilities of Scholarship Director
- Assist and work closely with VP of Education, Andrea Thomas, and the NEWH Inc. office
- Become an asset to the IBOD
- Understand and continue any ongoing goals or special projects for this position

STEPS TO ACHIEVE GOALS

- Quarterly conference calls with Scholarship Directors
- Keep open lines of communications between myself, Andrea and NEWH Inc.
- Study the scholarships offered my NEWH Inc., their criteria, requirements, and schedule
- Communication with other board members

LONG TERM GOALS FOR THIS POSITION

- 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 at the local level
- Follow up with past winners for updates on their career paths since winning an NEWH Scholarship

OTHER REPORT ITEMS

- I am excited about this new position and being involved with NEWH and the International level. I look forward to getting to know the members of the IBOD and working with all of you.
- Currently reviewing applicants for the Women Leaders Scholarship, Fabric Innovations Legacy Scholarship, Clifford R. Tuttle Scholarship, and ICON of Industry Scholarship which will all be awarded in New York City during BDNY.

SCHOLARSHIPS AWARDED BY CHAPTER			
Chapter	2015	total # of awards	Total Given
Arizona	3,600.00	113	107,800.00
Atlanta	24,985.00	138	255,765.00
Atlantic City/Greater Philadelphia	10,000.00	11	29,500.00
Chicago	35,000.00	101	244,574.00
Dallas	31,000.00	160	321,200.00
Houston	12,000.00	110	119,625.00
Las Vegas	37,500.00	141	345,554.92
Los Angeles Founding Chapter	37,500.00	317	666,600.00
New England Region	2,500.00	30	28,950.00
New York	35,000.00	208	526,500.00
North Carolina Region	2,500.00	2	5,000.00
North Central	5,000.00	34	42,500.00
Northwest	15,000.00	35	62,964.00
Orange County Region (Southern Counties)	5,000.00	57	65,950.00

Rocky Mountain	8,000.00	38	74,700.00
San Diego Region	2,500.00	4	5,500.00
San Francisco Bay Area	20,000	11	50,000.00
South Florida	5,000.00	80	116,000.00
Sunshine	17,000.00	63	174,500.00
Toronto	14,500.00	53	CAD 99,513.00
United Kingdom	1,500.00	15	GBP 34,286.88
Vancouver	2,000.00	3	6,000.00
Virginia	0	8	16,500.00
Washington DC Metropolitan	37,000.00	108	285,300.00
Clifford Tuttle Scholarship	5,000.00	2	10,000.00
Future Hospitality Leaders Scholarship	5,000.00	1	5,000.00
NEWH ICON of Industry	7,500.00	21	90,000.00
NEWH Women Leaders in Hospitality Scholarship Award	5,000.00	2	10,000.00
NEWH Sustainable Design Competition/School	0	9	40,000.00
NEWH Sustainable Design Competition/Student	10,000.00	11	55,000.00
NEWH Vendor - American Holtzcraft	0	1	3000.00
NEWH Vendor - Fabric Innovations Legacy	10,000.00	3	30,000.00
NEWH Vendor – Harvey Nudelman Memorial Scholarship	5,000.00	9	29,500.00
NEWH Vendor – Symmons	4,000.00	2	8,000.00
TOTALS	415,585.00	1901	USD 3,961,505.41

VP/EDUCATION

CHRISTINE WASMER

Job Purpose

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

2015 GOALS

- Restart (continue) the application process to become an IACET Authorized Provider of continuing education.
- Research and identify continuing education opportunities that are relevant to our membership and NEWH mission.

STEPS TO ACHIEVE GOALS

- Working closely with NEWH staff to build on work previously completed as to the application process
- Work closely with NEWH Sustainable committee in advancing educational goals

- Offer assistance as needed to chapters in building CEU programs for their membership.

LONG TERM GOALS FOR THIS POSITION

- Compile and sustain a hospitality centered comprehensive catalog of CEU's
- Ensure that NEWH offers education formatted to the best technologies available (webinar, live on-line presentations as well as classroom style formats)

OTHER REPORT ITEMS

- Currently reviewing work previously completed by our team.

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

- Work in conjunction with Christine Wasmer to establish outcomes and timeline for the self-accreditation process
- Final determination of accrediting body

STEPS TO ACHIEVE GOALS

- Oversee development of CEU processes and accreditation in

conjunction with the specified accrediting body standards

- Verify state CEU requirements and CEU organization standards

LONG TERM GOALS FOR THIS POSITION

- Self-Accreditation for NEWH

OTHER REPORT ITEMS

- Worked on NeoCon Seminar and Guest Speaker Series

MENTORSHIP

SANDY BANKS

Job Purpose

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

2016 GOALS

- I would like to open this opportunity to all chapters and set up a

format that will work for each chapter.

To better address the vast range of possibilities of this initiative, I

want to form a committee of 3-4 people (I will take all that are interested in working on this with me) that would have input and ideas as to how to best address the issues and questions that come with getting this off the ground. So far, we have proceeded cautiously and I think it is time to get this underway. I would like to solicit anyone interested to brainstorm and help me move this into the fore front of our organization for the sake of the students and newly minted professionals in the Hospitality industry.

STEPS TO ACHIEVE GOAL

I want to form a committee of at least 3-4 people that will compare ideas and help work with local chapters to set up mentoring events and facilitate mentor / mentee matches.

LONG TERM GOALS FOR THIS POSITION

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.

2015-2016 GOALS

- Continue to develop/educate relevant information around sustainability to the design community and the hospitality industry as a whole.
- Relook at our committees past and what the future can be to metric ourselves, our organization and be transparent to our community.
- Integrate with more design schools nationally and internationally to keep us fresh, forward thinking and passionate around sustainability.

STEPS TO ACHIEVE GOALS

- **EDUCATE**
 1. GREEN VOICE SESSIONS-
EVENTS: BDNY 15/ BDWEST 16/HDEXPO 16.
 - a. SET FRESH SPEAKING TOPICS AND SPONSORSHIP OPPORTUNITIES
 2. NEWH MAGAZINE 2015-2016- FINALIZE EDUCATION REVELANT TOPICS
Spring: Due Date: January 20, 2016
Summer: Due Date: May 11, 2016
Fall: July 19, 2016
Winter: September 19, 2016
 3. UPLOAD GREEN DIRECTORY- GO LIVE BY END OF 2015
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.
 4. Support all NEWH chapter's educational events and activities, including NEWH Leadership Conference in 2017.
- **TRANSPARENCY & METRICS**
 1. NEWH SUSTAINABILITY REPORT 2016 (Metric our organization)
 2. METRIC OUR MEMBERS FOR FEEDBACK (Send Survey

Have this program available to all of our membership, having regular events and mentor/ mentee matches helping each other to prosper.

OTHER REPORT ITEMS

The San Francisco chapter recently held a very successful Student Mentoring event that boasted 60 students attending and delivered 32 student membership applications . One professor was in attendance.

The Denver Chapter is holding a Student Speed dating/ Mentoring event on October 27. To date they have 25 students and 18 professionals for our industry signed on to participate.

These are excellent events to provide support for our students.

Monkey by end of 2015)

- **DESIGN SCHOOL INTEGRATION VOICE**

1. CONTINUE TO SUPPORT SUSTAINABILITY STUDENT COMPETITIONS
 - a. Work on better visibility/celebration
 - b. Review Sponsorship opportunities

- **SUPPORT**

1. CONTINUE SPONSORSHIP AND AUCTIONS FUNDING
2. MARKET CURRENT EVENTS TO CHAPTER MEMBERS /WEBSITE

YEAR END REVIEW OF GOALS

- We have had a great few months while transitioning with some of our volunteer fatigue and taking a fresh look and approach to the past and looking forward.
- The industry is extremely busy which supports our events and sponsorship
- The Green Voice HD expo 2015 and BDNY 2015 session are great fresh topics and we continue to refine our venue, equipment, and attendance for 2016.
- Before the end of the year – we need to relook at our goals, committee teams and adjust on a quarterly basis so we are in check moving forward. We also would like to survey monkey our member and make sure we are current with their needs around sustainability

THOUGHTS ON 2016

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 2016 and beyond. We still need to readjust some of our committee members task force and refocus our teams around these goals. We have had some great members in the past and need to hold the torch for some of their initiatives moving forward and align them with our current goals to meet our 2016 metrics.

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 had our Membership discipline call however not all membership directors were in attendance. 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 Mélange event is gaining momentum and creating industry buzz. We have done personal letters and email follow up to all Corporate Partners, emails to vendors on CP wait list and we are now ready to mail to each Chapter BOD to outline/solicit their help with getting art submission from their TOP ID firms starting with most current and working from there to earlier years. You will receive a cover letter and art submission form. We have attached a copy of the marketing piece for distribution at shows. If you have a vendor that is interested in the event, feel free to pick up a copy at the NEWH booth.
- Leigh Mitchell will provide the latest details of progress for NEWH Conference along
- Cindy Andrews and Jason Stock will report on Membership & Expansion respectively.

MEMBERSHIP

CINDY ANDREWS

Job Purpose

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

NEWH CHAPTER MEMBERSHIP DRIVES

ARIZONA

Arizona does a membership drive telethon at a local restaurant.

Everyone has a good time and did get some new members.

ATLANTA

Atlanta had a membership drive in December at their holiday

event. They offered a discounted rate and free headshots at the event. They also offered FREE Headshots for anyone who joined that night. This was opened to current members also. The Headshots were held until the membership was paid in full.

ATLANTIC CITY

No membership drive has been done yet this year. However they did sign up about 30 new members so far this year.

CHICAGO

Doesn't have a membership drive. However they are going to look at other chapter's ideas to come up with an event.

DALLAS

Dallas typically has a bowling event in January with every lane having a free membership so that designers can be invited and receive a membership for the year. With it also comes about 25-26 new members. This year instead of bowling they did an event at Top Golf with the same concept.

HOUSTON

Houston has an annual bowling event that every lane cost includes one free membership so that the team can choose who they would like to give the membership to; it always brings in 26 new members.

LAS VEGAS

Las Vegas is planning to offer a discounted membership during a tour, a tour that they feel quality people will attend.

LOS ANGELES

Los Angeles tries to push membership at every monthly event. Incentives include discounted memberships or a drawing.

NEW YORK

New York did an e-mail blast and Facebook blast to win a free iPad and received a lot of potentials from it.

NORTH CENTRAL

North Central has a bowling event that runs about 2 hours. The cost is very low to accommodate everyone. They give fun gift cards as prizes and added a photo booth this year. For new members, they offer a discounted rate that night and give them a fun card also. It was such a great success this year, they signed 40 NEW MEMBERS!

NORTHWEST

North West normally has a bowling membership drive, costumes, prizes, and bonuses for anyone who brings a non-member. This year they changed it to Bocce Ball. Instead of filling out forms, they get the persons card and fills it out for them, then Inc. gives them a call for their payment information. With doing this, they've had a better response as people are there to have fun and mingle. It saves on anyone having to bring computers or iPad.

ROCKY MOUNTAIN

Rocky Mountain has attended a Rockies baseball game in the past as a member appreciation night.

SAN FRANCISCO

San Francisco combines their membership drive with a hotel tour. They pick a venue that will pull in a big crowd.

SOUTH FLORIDA

South Florida has monthly mingles and do a raffle where everyone puts there business card in a bowl and select a winner, they are then contacted to ask to join and provide the benefits of NEWH. That has been the most successful.

SUNSHINE

Every February a Membership Drive takes place. This year a representative from three of Orlando biggest Sports Venues spoke which attracted more Architects than usual and Designers.

TORONTO

Toronto does a drive where anyone signing up at an event could save money. They got several signing up. We also bring applications to every event.

UNITED KINGDOM

WASHINGTON DC

Washington DC has their membership drives during their networking events (Wines-day Wednesday). Within their monthly e-mail blast they have included incentives or a raffle to a member to bring a Non-member to the event. Then at the event they offer another incentive for the Non-member who signs up. It has done really well for them.

Another idea was "Mugs and Margarita's." Free headshots for anyone who brings a new member or signs up as a new member that night. And of course everyone enjoyed the Margaritas!

MEMBERSHIP REPORT BY CHAPTER

chapter	2014 Year End		2015 to date		% of Change since January Meeting does not include students	2014 non renewals		2015 new members/ past returning		voting members	non-voting	students
	2014 Year End w/ Students	2015 to date w/ Students	2014 non renewals	2015 new members/ past returning								
	Students are not reflected											
Arizona	60	78	77	94	28%	9	15.0%	23	29.9%	62	15	17
Atlanta	289	414	287	471	-1%	65	22.5%	47	16.4%	218	69	184
Atlantic City/Philadelphia	60	80	61	82	2%	17	28.3%	14	23.0%	46	15	21
Chicago	227	355	239	380	5%	48	21.1%	57	23.8%	182	57	141
Dallas	352	543	331	515	-6%	82	23.3%	77	23.3%	261	70	184
Houston	151	249	134	225	-11%	37	24.5%	28	20.9%	85	49	91
Las Vegas	129	174	146	209	13%	21	16.3%	31	21.2%	115	31	63
Los Angeles Founding	242	307	233	343	-4%	68	28.1%	69	29.6%	195	38	110
New York	393	496	402	520	2%	61	15.5%	109	27.1%	321	81	118
North Central	151	306	157	283	4%	19	12.6%	27	17.2%	87	70	126
Northwest	142	185	201	249	42%	33	23.2%	70	34.8%	164	37	48
Rocky Mountain	107	140	94	127	-12%	23	21.5%	16	17.0%	80	14	33
San Francisco Bay	153	216	187	234	22%	54	35.3%	44	23.5%	153	34	47

South Florida	118	152	127	176	8%	19	16.1%	41	32.3%	114	13	49
Sunshine	201	262	217	249	8%	43	21.4%	63	29.0%	177	40	32
Toronto	134	187	142	186	6%	21	15.7%	32	22.5%	105	37	44
United Kingdom	69	69	71	72	3%	21	30.4%	22	31.0%	67	4	1
Washington DC Metro	208	300	209	327	0%	49	23.6%	44	21.1%	144	65	118
Atlantic Canada Region	4	4	1	1	-75%	2	50.0%	0	0.0%	1	0	0
Hawaii Region	0	0	12	16		0		7	58.3%	10	2	4
New England Region	90	130	99	132	10%	23	25.6%	19	19.2%	75	24	33
North Carolina Region	63	149	80	137	27%	15	23.8%	10	12.5%	49	31	57
Orange County Region	41	80	78	118	90%	5	12.2%	13	16.7%	54	24	40
Pittsburgh Region	0	0	32	37				31	96.9%	31	1	5
Regional Members	65	101	61	64	-6%	6	9.2%	7	11.5%	55	3	3
San Diego Region	28	66	19	19	-32%	7	25.0%	4	21.1%	16	3	0
South Carolina Region	0	0	4	4				3	75.0%	4	0	0
Vancouver Region	44	159	68	122	55%	5	11.4%	11	16.2%	45	23	54
edited 21-October-2015	3521	5202	3769	5392	7%	753	21.4%	919	24.4%	2919	850	1623

EXPANSION

JASON STOCK

Job Purpose

- Responsible for identifying, developing, and supervising new chapter from initial organization through Charter process.
- To support the NEWH Regional Groups and Members-At-Large

2015 GOALS

- N/A as this position will be eliminated and responsibilities will be consolidated under a different director.

STEPS TO ACHIEVE GOALS

- n/a

LONG TERM GOALS FOR THIS POSITION

- n/a

OTHER REPORT ITEMS

- It has been a pleasure serving the board and assisting with the conference calls in helping fledgling regional groups get started.

REGIONAL MEMBERSHIP

Regional Area	2015	2014	2013	2015 Projections
Alabama Region	1	2	1	
Arkansas Region	1	1	1	
Asia/Pacific	0	0	1	
Canada Regional	0	2	0	
India	1			
Indiana Region	3	6	1	

Regional Area	2015	2014	2013	2015 Projections
Kansas	3			
Memphis/Mid-South	20	21	11	
Michigan Region	11	11	1	
Missouri	3	4	3	
Ohio Region	7	7	10	
Oklahoma Region	5	7	6	

NEWH CONFERENCES

LEIGH MITCHELL

Job Purpose

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

2015 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 to be ready for BDNY distribution

TO BE DONE

- Create Owners Roundtable list – looking for additions from chapters
- Looking for speakers including Friday keynote: inspirational climber
- Denver team working on Presidents Dinner, VIP Reception and Saturday night party
- Unique adventures will be available for manufacturers to organize on Saturday afternoon – from Tea at the Brown palace, to a cannabis tour and other creative adventures
- NEWH to finalize speaker agreements
- Further development of timeline and speakers including Scholarship Luncheon

LONG TERM GOALS FOR THIS POSITION

- Successful execution of 2017 Leadership Conference

DIGITAL MARKETING

WILLIAM STUART

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.

No report submitted

VP/INTERNATIONAL RELATIONS - CANADA

CHRISTINE TUCKER

Job Purpose

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

2015 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 Calgary & Edmonton see if have further interest to support Regional Group.
- 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 2015, have continuancy into 2016 with several Regional board members.
- Continued growth with other associations in Canada to expand our membership base.

Group and Committees – Pleased with growth and dedication from current Regional Members.

- 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 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.

STEPS TO ACHIEVE GOALS

- Working with committee members in Vancouver Regional

VP/INTERNATIONAL RELATIONS – UNITED KINGDOM

REBEKAH ELLIS

Job Purpose

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

No report submitted

PAST PRESIDENT

JULIA MARKS

Job Purpose

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

No report submitted

EXECUTIVE ADVISOR

HELEN REED

Job Purpose

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

No report submitted

NEWH AMBASSADORS

MICHELLE FINN/DEBORAH HERMAN/STACY RAUEN

Job Purpose

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

2015 GOALS

- To attend and promote all National and Regional NEWH

activities. This includes bringing personal contacts to the events, helping promote events to the local region, chapter by chapter and most especially, building the brand of NEWH Excellence.

- Regarding events that can be “best practices,” our goal is to attend these events, help with the committee to make these events successful and pool our individual contacts to help make these events successful. These events include: Hospitality Fashion Challenge-Design in a Box, Product Runway, Leadership Conference, Regional Golf Tournaments, NEWH regional trade shows, and any others a specific chapter or national needs us to help develop or promote.
- Assist with promoting NEWH and providing access to hospitality ownership groups via participation in conferences targeting these groups i.e. ALIS, NYU Investment Conference, and the Lodging Conference.

STEPS TO ACHIEVE GOALS

- Attend NEWH events i.e. regional shows, Product Runway, special events and other industry events i.e. American Lodging Investment Summit (ALIS), Cornell Innovation Network, Lodging Conference, BDNy, BD|west, HD Expo, BITAC events, Boutique Lifestyle and Lodging Symposium, NYU Investment Conference, International Society of Hospitality Consultants (ISHC) etc., to provide NEWH with unique perspectives and opportunities.
- Continue to promote membership in all and every channels available. Promote what NEWH can do for its members.
- Meet with chapter presidents and programming chairs to offer guidance on “best practices” and growth opportunities, as needed

LONG TERM GOALS FOR THIS POSITION

- To enrich the scholarship funds for all chapters. Guide our fundraising efforts to new and exciting levels.
- Outreach to membership, including hospitality owners, educators, students etc.
- To help identify business opportunities for NEWH
- To provide mentorship to new members

YEAR TO DATE REVIEW

- We attended, exhibited and promoted NEWH events such as the regional shows in Seattle and Atlanta; special events: Orange County Regional Group’ Hospitality Fashion Challenge: Design in

a Box, NY Chapter Product Runway and other NEWH programs i.e. Toronto’s panel discussion and cocktail reception, DC’s golf outing, NY’s Owners’ Roundtable etc.

- We attended, exhibited or sponsored other industry events such as the American Lodging Investment Summit (ALIS), BD|west, AHLA’s Legislative Action Summit (D.C.), NY Investment Conference, International Society of Hospitality Consultants (Berlin, Germany), BDNy and HD Expo and promoted NEWH at these events.
- We co-developed “Power Players: Women Leaders in Hospitality” presented at BDNy and BDwest, and supported a new hospitality industry scholarship.
- We helped develop Orange County Regional Groups Hospitality Fashion Challenge-Design in a Box, in conjunction with BD|west.
- We supported industry student scholarships; NEWH Ambassador, Deborah Herman, Fabric Innovation pledged a 3 year commitment of a \$10,000 award given to a Cornell or NYU student and presented at HD’s Platinum Circle Award’s event; we supported the NEWH scholarship presented at the Gold Key Awards for Excellence in Hospitality Design in conjunction with BDNy and the Hotel Experience (formerly known as IHMR) and scholarships presented HD Expo.
- We’ve supported NEWH causes, scholarships, and programs financially, and by way of participation throughout the year.

PLANS FOR 2016 INCLUDE:

- Continue to promote NEWH National and Local Chapters by way of sponsorship or participation.
- Assist with the Leadership Conference, as needed
- Assist with the exploration of new chapters i.e., Cincinnati Regional
- Continue to serve as mentors for new members
- Continue to leverage our relationships, particularly on the hospitality ownership side of our business for increased awareness of the NEWH organization.
- Continue to seek business opportunities for NEWH
- Continue to champion the NEWH organization

NEWH STAFF

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

2016 BOARDS

OPEN Board Positions on your Ballot that are now filled –

- Vote them in at your 2016 January board meeting and record in minutes (but invite them now to your 2015 board meetings for easy transition).
- Email julie.hartmann@NEWH.org at the INC office to update their member record.

Appoint 2016 Chair Positions at January Meeting –

- 2016 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 2015 – include those new 2016 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 2016 Board of Directors. Typical time is hours. Contact jena.seibel@newh.org to schedule.

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!

Attracting New Members / Retaining Members – As you start planning your 2016 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.

EVENTS

Event Calendar – as you set your 2016 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 apps).

Planning your 2016 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 – The banner sent to the President 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. If you misplace your banner please contact NEWH to request a replacement.

Volunteers – Ask! That's the number one way to get someone to volunteer. Have a specific task in mind and time frame for commitment. We can supply the member list and contact phone/email if needed for committees to reach out.

NEWH Regional Tradeshows – 2016 shows are scheduled. To request a show for 2017 please email jena.seibel@newh.org

SCHOLARSHIP

Form a Committee – Recruit others for simple tasks, such as: update school list contacts, deliver 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 – Recruit current or past scholarship recipients to engage and educate student groups and educational professionals about NEWH and scholarship. Engage past recipients to serve on the board or a committee. Ask students to volunteer at events-place them at your check in table, introduce them to your membership. Stay in touch with past recipients, mentor them, personally reach out with event invites, and ask them to bring another student with them. Find a Student Representative for each college on your school list to help spearhead communication and scholarship promotion.

Is the NEWH Mission in What you Do? – At every event, announce the importance of NEWH's mission of scholarship and education, why you volunteers, 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 the check in table or tables at each event, have a small sign listing your latest scholarship recipients.

WEBSITE

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.

FINANCE

California United Bank

- Still "okay" to use checks and deposit slips with First Enterprise Bank listed.

GoPayment Readers

- Need to update users? Email julie.buntrock@NEWH.org to get them set up.
- Need to fill in **mandatory** memo sections.

QuickBooks Online

- Now is the time for the 2016 Treasurer to schedule an appointment with julie.buntrock@NEWH.org for individual training.

NEWH, Inc. Acting as Chapter Treasurer

- Please reach out to julie.buntrock@NEWH.org to discuss any questions on how the process works.

Chapter Budgets

- Need HELP?! [Julie.buntrock@NEWH.org](mailto:julie.buntrock@NEWH.org) is here to HELP!!

Results of Activity Reports (Programming and Fundraising)

- Getting to the end of the year, please make sure all reports are emailed to julie.buntrock@NEWH.org

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 Tradeshows/Corporate Partners – Jena Seibel or Mary Phalen
- Sustainability – Nicole Crawford
- Website/Newsletters – Diane Federwitz
- Other questions – just call, we would be glad to help!

CHAPTER REPORTS

ARIZONA

Shannon Vance, delegate

chartered May 5, 1995

MEMBERSHIP

(Diane Berg)

Since spring we have grown our membership. And we are planning to go to NAU in October to gain student members including other universities throughout the fall.

PROGRAMMING

(Available will be filled next year 2016)

- MAY ...Tour was a great turnout and many were excited to see a different type of educational offering
- JULY... Mix organization Sundowner was a great success over a 100 attended
- This fall we are adding tours to the Universities and community colleges in our area to increase student members
- October. Golf fundraiser hit our goals!!!
- December we are planning our 20 year anniversary dinner ... yeah!

SCHOLARSHIP

(Kristin Wolfe)

In October NEWH AZ will be having a student member drive and try to get more involvement with NAU. NAU is one of our universities

we give scholarships to students that attend. This will be an exciting way to get students to get involved with our chapter.

FUNDRAISING

(Available will be filled next year 2016)

Currently we have less than a week till our Golf fundraiser. We have gotten great sponsors and turnout, should be a great program.

Also will be looking for sponsors for our anniversary dinner to raise money.

CHAPTER HIGHLIGHTS

Our board for next year is almost complete just two spots lingering but we are excited for the fresh new faces and new ideas to take our chapter to success.

ISSUES CHAPTER WOULD LIKE HELP

Like other chapters maybe to cross reference with our chapter, possibly doing a joint fundraising event.

Lodging Conference, we would have liked a table or set up a NEWH AZ mixer.

ATLANTA

Kelly Bowen & Stacy Costa, delegates

chartered May 5, 2995

MEMBERSHIP

- Our goal for 2015 is/was to provide great networking events and additional benefits offered solely to members.
- Our chapter offered a FREE Member Appreciation Event on October 15th called, "Margaritas & Mugshots" providing free head shots for members (see attached graphic)
- Membership Value is a focus right now, offering what our chapter calls, "Hospitality Happy's." A basket is hand deliver to a member to say thank you. It is followed up by a picture posted on our FB page (see attached)
- We have provided complimentary entry for members at the majority of our programming events throughout 2015
- We plan to have a member appreciation offering at our end of the year Holiday Soiree

PROGRAMMING

- Our goal for 2015 is/was to have sundowners/programming events during the month(s) we are not hosting a fundraising event
- Our objective is/was to add to the versatility of our calendar by offering different types of events
- Our chapter met its goal and offered valuable programming events in 2015 such as:
 - o Hotel tours
 - o Happy hours at new restaurants designed by local firms
 - o Community service event - Helping Hands feeding Atlanta's Homeless d. Student focused events - Student Portfolio where hospitality students could "speed date" an industry professional and seek professional advise e. Host a joint event with IIDA
 - o Host an event focused on sustainability

SCHOLARSHIP

- Our goal was to host successful fundraising events to distribute \$20,000 or more in scholarships FY 2016
- Our chapter currently has \$27,733 in our Scholarship account
- With our 2015 Golf Fundraiser on track to raise over 40%, our chapter should meet/exceed the 20K goal

FUNDRAISING

- Our goal was to host successful fundraising events to distribute \$20,000 or more in scholarships FY 2016
- Annual Bowling fundraiser event brought in over 3K towards scholarship
- Annual Golf Tournament is/was in October and on track to raise 40% above proceeds
- The chapter has decided to combine our annual Holiday event with our Scholarship event FY 2016, making it a fundraiser for the first time
- We will have a healthy income from the 2016 Trade Show

CHAPTER HIGHLIGHTS

- We honored the Founding Members of our Chapter at the 2015 Scholarship Event (see pic attached). Women such as Jillian Van Dresser that helped to build the Atlanta Chapter and develop others.
- Our chapter is hosting its 2nd Annual Community Service project coming up in November "Helping Hands" Making sandwiches for Atlanta's Homeless

ISSUES THAT CHAPTER WOULD LIKE HELP

- Creating more designer/design firm members
- Getting more exposure from NEWH Inc. on Inc. website/magazine to encourage more high profile and design firm membership

CHICAGO

Rachel Martin & Kristofer Moore, delegates

chartered August 12, 1991

MEMBERSHIP

In Q3 we had 7 new Student Members and 9 new General Members.

PROGRAMMING

We are currently planning our next hotel tour for mid-November at

the new Hyatt Centric in Chicago. The hotel is the first Hyatt Centric branded hotel for Hyatt. The hotel is a renovated 1927 office building and an historic landmark in Chicago. It recently opened this year in April. We've also started planning for our 7th annual

holiday toy drive and comedy show at Zanies.

SCHOLARSHIP

Our scholarship team invited each scholarship recipient and one guest to attend our Summer Social held in July whereby we made announcements, honored them by having excerpts of their essays on a continuous loop at the property and awarded them their certificates.

We are gearing up for our second annual Student Roundtable event to be held at the DL Couch showroom in the Merchandise Mart on

Wednesday, November 4, 2015. We have invited our industry experts and hope to have approximately forty students in attendance.

FUNDRAISING

The Chicago Chapter held its annual Bootleggers Event this September in the West Loop's City Winery. Bringing in 200 attendees, the event raised approximately \$11,000. A big thank you to the generous sponsors: Miceli Drapery Company, Wendover Art Group, Rejuvenation, Alger Triton, The Venus Group, 410 Hogan & MDC

DALLAS

Ron McDaniel & Leslie Wynne, delegates

chartered August 12,1991

MEMBERSHIP

- 506 Current Members including 176 Students
- The Membership Directors/ Chair are continuing to focus on efforts on membership renewal for those that have expired over the busy summer months.
- The Membership Director/ Chair continually provides board buddies to new members to help familiarize them with what the chapter has to offer and provide guidance and answer questions.

- A local design industry Benefactor graciously created a scholarship to be awarded the night of the dinner. Another local design industry Benefactor agreed to match the scholarship award.

LIFE OF DESIGN FUNDRAISING

- This is the first year Life of Design and Scholarship Dinner were combined into one main event.
- Sponsorship levels went fast and the event was sold out two weeks prior to the event.
- As of 10/2, over \$52,000 had been raised through sponsorships and ticket sales.
- Final numbers to be reported at IBOD.
- To help with overall expenses, the LoD/Scholarship Committee asked for sponsorship levels be paid by check to avoid the 5% service fee for credit cards.

PROGRAMMING

- The Programming Director/ Chair have done a fantastic job of revitalizing our Mambo Monday event into Toasting Tuesdays. The events have been very well attended and have offered wonderful networking opportunities and highlight professional and personal achievements of our members.
- Our last programming event was a wonderful tour of the Crushcraft restaurant designed by one of our local design firms, Jones Baker. Principal William Baker spoke about the concept and inspiration behind of the restaurant. His vision is not only inspiring but come to life through the beautiful execution of the design elements. Everyone enjoyed the tour, delicious food, and of course catching up with friends.

NEWH/DALLAS 2016

- The NEWH/Dallas chapter will be 23 board members strong!
- Strategic Planning and Board Training 11/20. Look forward to having Jena and Diane back in Dallas!!!
- Have been transitioning Directors and Chairs into their new roles by mirroring current Directors and Chairs.
- A couple of disciplines are already planning 2016 events which occur early in the year.
- Dallas Chapter will be celebrating the 25th Anniversary of NEWH in Dallas! Will be a yearlong celebration with recognition at every event!!!

HOUSTON

Allison Calagna & Kacey Sharp, delegates

chartered February 17,1992

No Chapter Reports submitted in 2015

LAS VEGAS

Rachel Daus & Julie Zweifel, delegates

chartered March 26,1991

No Chapter Report submitted for this meeting

LOS ANGELES

Brandon Brockmiller, Barron Davis & Karen Gutowski, delegates

founded October 1984

MEMBERSHIP

The LA founding chapter is holding at approximately 300 plus. Due to the better business climate we are seeing an increase in sign-ups in the last few months. We are always actively pursuing new candidates through various activities throughout the year. By year end I believe we will have hit our 10% increase from last year, I remain hopeful. One of the barriers is still the choice between ASID, IIDA and NEWH. I will add we have seen a younger group getting involved this year and bringing a lot of energy to our chapter.

brushes, smocks, and canvases. We had double the expected attendance and the quality of painters was exceptional. We are auctioning off the three that were judged winners at our Gala. We have a \$500.00 commitment already. Our Gala will be held at the Conga Room at LA Live. We have added to the amount of attendees by 50 and are expecting a huge turnout along with a silent and live auction.

- We just had our bowling event which will be repeated annually now. It was a great success and loved it. We need to build on this event to make it truly a success. We are trying to move away from the some of the typical sundowners or events that in LA draw little attendees. We are also partnering with the OC group to create an evening at BD west since we will not have a trade show next year

PROGRAMMING

- With the year 3/4 over we have had some very fun events and they will become a platform for the next year. The most surprising was the paint party. We had small easels, paint kits,

SCHOLARSHIP

- We are increasing our amount of money to give away the year to \$40k. We are looking forward to celebrating the chosen at our Gala.

FUNDRAISING

- Hotel tours of our most "hip" properties are still a lucrative effort for us. We just need some new hotels to open.
- We are not having a trade show but we are planning an event at HD West with the goals to replace the money at least equal to our last trade show or more. Still in the preliminary stages, you will just have to come.
- The gala is planned for Dec. 5th. All is set, rented, and ready to go. We are expecting to produce much for our scholarship account.

CHAPTER HIGHLIGHTS

As stated previously, we have about 8 new board and volunteers that are under 30 and have great ideas and energy. We plan to build on this energy and recruit more from their ranks. This also brings many new perspectives and guarantees the process of new board members annually.

ISSUES THAT CHAPTER WOULD LIKE HELP

- We have had our share of members not fulfilling their roles within a year's commitment. Not easy to find committed people.
- More on the admin and budgeting side. A better overall understanding of how to develop a working budget and to properly spur others on.
- **Staff note: Budget development will be assisted by Julie Buntrock. Chapters should confirm dates so teleconferences can be scheduled.**

NEW ENGLAND

Beth Doehner, Steering Committee Chair

(originally chartered November 4, 1992)

No Chapter Report submitted for this meeting

NEW YORK

Lauren Ritter & William Stuart, delegates

chartered July 23, 1991

MEMBERSHIP

We had our third annual membership drive at the beginning of this year and awarded an iPad and iPad mini to help encourage renewals and new sign-ups. We will be kicking off our 4th membership drive at our Toasty Tuesday on 12/15. We've kept the cost of our Toasty Tuesday's at \$15 for non-members in the hopes that it makes a more compelling case for professionals to pay an annual membership. Thanks in part to these initiatives; our overall membership is at 511, up from 407 at this time last year. We are having a scholarship event the week after next, which will help us replace the student members that we've lost.

PROGRAMMING

We've had several great Toasty Tuesday's this year. The one in October featured the announcement of our scholarship recipients. Our last one of the year in December will be at the new Marmara Hotel and will mark the kick-off of our 4th annual membership drive.

SCHOLARSHIP

\$35,000 was awarded to 6 students of the 35 applicants (ranging

from awards if \$4,000-\$8,000). Students have all been informed (both winners and people that did not receive the awards) via official letter through email. Our scholarship award evening is being combined with the October Toasty Tuesday which should help draw designers and vendors alike, and create a great networking opportunity for the students.

FUNDRAISING

On November 8th we are bringing Product Runway, our biggest fundraiser of the year, with 18 design/vendor teams. It will be held at a new location, the W Lexington which will feature a longer runway and more prime seating for attendees. This promises to be a great night and a great event!

OTHER HIGHLIGHTS

We have continued to have a great succession plan with our Executive team and added a few other great committee members on all sides of the vendor/designer/purchaser dynamic to ensure future success in this regard.

NORTH CAROLINA REGIONAL

Karen Appert, Steering Committee Chair

MEMBERSHIP

- We have 135 members as of September 2015, including 25 general members, 56 students, 7 Chapter Level Businesses.
- We still have mostly manufacturers and sales reps. as members, and need to build membership to include designers, purchasing companies, and hoteliers.
- Goal: add 5 hospitality interior designers to our membership in 2015 (we're up to 2)

PROGRAMMING

- Two NEWH NC members attended the first annual NC Restaurant & Lodging Association Expo Sept. 21 – 22. This was focused on the restaurant side of hospitality, so NEWH NC members did not exhibit at the show. We did not see a big benefit for our members, so unless the show adds a lodging focus, NEWH NC does not intend to do a great deal to support this event.
- October 18: upcoming Lunch & Learn / Hospitality Designer Day at High Point Market. This will include a panel discussion on sustainability in hospitality, billed as an NEWH Green Voice

program.

- Late fall, we hope to do a hard hat tour of the RJ Reynolds building that is being converted to a Kimpton Hotel and residence.
- To keep our visibility up in the metro areas, we're planning to do additional hotel tours in Charlotte, Raleigh, and Greensboro.

SCHOLARSHIP

- We will be awarding a \$2500 scholarship at our October 18 event. This is only our second scholarship award.
- We only received 5 applications this year (last year, our first year, we received 18 applications).
- We are considering asking our manufacturer members if they would contribute to a vendor scholarship for our group, so we could award more than one scholarship to students.

FUNDRAISING

- Once we establish regularly attended events, we would like to create sponsorship levels for the year to help fund our events.
- We'd like to continue offering events that are more than networking (e.g. educational, lunch included CEU, etc.) and

charge non-members to attend these events.

CHAPTER HIGHLIGHTS

- No other highlights.

ISSUES CHAPTER WOULD LIKE HELP WITH

NORTH CENTRAL

Westin Hammerstrom & Rebecca Kundysek

chartered December 11, 2000

MEMBERSHIP

Membership Goals & Upcoming Events:

- The annual membership drive took place this past May at Memory Lanes in Minneapolis. It was one of our best turnouts with over 40 in attendance.
- Membership has been targeting 2 core groups in 2015 for increased membership: Education Professionals to help encourage student membership and Chapter Level Business Members since many firms have multiple members. We have printed fliers to hand out which outline the benefits of becoming a chapter level business member. Our educational professional membership totals have increased by 10 since the end of 2014!
- We have seen a steady increase of members in the last couple months. Since July 1st of this year, we have added 10 general members, 1 Chapter Level Business member, and 8 student members.

Current Membership Totals:

Associate: 63, Chapter Business Courtesy Member: 8, Chapter Business Member: 7, Chapter Level Business: 4, Corporate Partner Courtesy Member: 6, Corporate Partner Member: 1, Education Professional: 14, General: 43, Honorary: 2, Student: 116
Grand Total: 264

PROGRAMMING

- Winter 2015/16
Over the past year, Happy Hours have had a great turnout. I am particularly excited about the new, member appreciation event coming up in December. This event should be a great way to bridge a bit of our recruitment gap between our Designer and Hospitality/Culinary colleagues.
- Spring 2016 - TBD
Next year, I am looking to build on the happy hour experiences and gain attendance with the assistance of my position partner. I will also be looking to continue the December event into next year with the hope that it will become a successful annual event.

SCHOLARSHIP

- Our Speed Mentoring event was held September 17, 2015 hosted at Fluid Interiors and co-sponsored by Haworth Collection and Ditty Rehkamp. This event focused on exposing students to Industry professionals on a more individual level with 10 minute segments of conversation/mentoring before rotating to another Industry Professional. We had great participation with over 11 Industry Professionals and 26 students for a total of 37 attendees.
- We launched our Scholarship deadline set for Oct 22nd, 2015 and will promote this scholarship at our monthly events, and promote through the students and teaching professionals. We hope to have more submittals. This year we will award (1) \$2500 and up to (2) \$1000 scholarships.
- We presented to students and educators at the University of Minnesota for their IDSA organization introducing Who NEWH is, what we do. We did this along with IIDA and ASID chapters. Approx. 30-40 students were in attendance.

TREASURER

- We are in the black for both our Admin and Scholarship

- Suggestions for adding hospitality designers, purchasers and hoteliers to our membership.
- Suggestions for getting more volunteer-help from our membership.

Accounts with healthy amounts to move forward with creating Chapter Budget for 2016

- We have our 2016 Budget completed and are looking forward to our events we have planned this year.
- We have had full sponsorship of all events thus far this year and are hoping to continue this trend.

SUSTAINABILITY

As the local Sustainability Director it is my goal to bring a level of "sustainable awareness" to as many designers and events as possible. It's important for our industry to be aware of our impacts both environmentally and economically. The hospitality designers and architects have always brought their own level sustainability to the table, but as more and more consumers become aware of their own footprint sustainability is not only encouraged it's becoming necessary.

By showing that NEWH is aware of this lifestyle shift we are able to promote ourselves as industry leaders. I personally try to achieve this by combining discussions and actions. Whenever possible I think it's good practice to discuss new products or ideas that go the extra step to preserve resources. It's also important to practice what you preach! In my own daily life I do my best to be a positive example, such as not using paper plates for lunch presentations. Doing this shows intent, most often causes someone to comment, and then gives me an opportunity to talk about my role as Sustainability Director for the local NEWH chapter. As a board member it's equally important to promote my cause and it is to promote my chapter.

PUBLICATIONS

- The 2016 publications will contain the same format/sections as the 2015 newsletters, to allow for consistency/familiarity.
- I would like to expand the 'What's New' section in 2016 to have focus on more areas of hospitality outside of restaurants - new hotels, etc.
- The 2016 newsletter 'Highlight' sections will again focus on the following topics: spring: 2015 scholarship winners, summer/fall/winter: each will focus on one of the 2015 Top 100 firms.
- I would like the 'News' section to incorporate more industry-related news than places opening around town - maybe personalize a bit with news about our members.

CHAPTER HIGHLIGHTS

- Tradeshow 2015- Happening next week October 8th. We are finalizing planning and ready to have a great tradeshow, filled with panel discussion and CEU and after party!
- VP of Administration - "Thank You" card program is going well, we may look for a hospitality chair to take this on and development other programs such as this in the coming years.
- VP of Administration - Becca Kundysek - as one of her year's goals, she has contacted all past North Central scholarship winners to re-connect them with NEWH. Not all have responded or had correct/current contact information, but the majority has. We have documented their current information such as: are they still a member, where are they today, how did the NEWH scholarship affect their lives/careers. We would like to highlight stories in future newsletters and also invite 1 or 2 to speak at future Fundraising Events to re-inforce the purpose of the Fundraising Event - SCHOLARSHIP!

- VP Administration - is looking forward to stepping into the President Role next year and is excited to already be immersed in Scholarship Director duties for the IBOD.

CHAPTER QUESTIONS

- None at this time.

NORTHWEST

Cheri Bargaen & Stephanie Deshaies

chartered March 23, 1995

PRESIDENT

Vanessa Vaughn

I've been focused on streamlining our board meetings and improving our committee structure. I also chaired the trade show after party committee which was a successful event that was planned through collaborative efforts by our committee. Additionally, I've been working with the local IIDA chapter to help with their community service project, a renovation of a local senior center.

VP OF ADMINISTRATION

Stephanie Deshaies

I oversee the Education / Scholarship / Community Service Committee. It has been our goal to increase visibility in the schools. We have taken an approach of creating a network of liaisons that consist of educators and students. We have also engaged social media to get our scholarship and networking opportunities in front of students. This is a strategic approach with the understanding that too often today people are overwhelmed by emails. However, we are on social media all the time. So we have created a closed Facebook group for our student contacts so that they can stay up to date on the latest scholarship and networking opportunities the same way they plan their social lives.

As I have been working with the Executive Team on our Board, we have been moving toward a more methodical approach for recruiting Board members. We are looking for specific skill sets that will elevate our Chapter. We are starting to implement a 3 year plan of a "mentor year" where we have the candidate for a position shadow the current Board member to have a deeper understanding of the role and the way our board works. We believe that this will smooth out the transition.

This year is our Bi-annual Regional Trade Show year. It should be a terrific year for us as we have a full house of vendors. Looking forward to next year when I will transition to Chapter President, I am looking forward to planning our first ever Strategic Planning Winter Retreat.

VP OF DEVELOPMENT

Cheri Bargaen

2015 has been a year of growth and development for the Northwest chapter from growing our membership to increasing profits toward our scholarships as well as reaching a broader scope of membership and reach into the schools. We plan to give away our highest amount in scholarships thus far this year and have had great success at our events and regional tradeshow. The events planning committee has been meeting regularly once a month which has helped guide the committees in their planning of the events. We are excited about next year and implementing new training tiers as well exciting new events on the horizon!

PROGRAMMING DIRECTOR

Audrey de Filippis

We have had a very successful year of events, with our bocce ball membership drive kicking off the year in January with record attendance. We added 6 new members at the event in addition to 4 business memberships. We followed up this event with our first hotel tour in April at the Hotel Vintage in Portland. This included a panel discussion on the topic of AirBnB, addressing the impacts and opportunities for our industry. Panelist included hotel owner/operators and leading designers.

Mid July we hosted our annual Savor Uncorked event, this year at the Space Needle, a landmark in Seattle. Attracting over 175 guests we were able to raise a groundbreaking \$22,000 dollars, showing the strength of support growing in our Northwest community. New to the event this year, the chapter organized a student competition, with sponsorship by Fil Doux Textiles. Students designed their own textile pattern, with support of partner design mentors. The patterns were produced by Fil Doux and sewn into dresses showcased in a runway format at the event. The winner of the competition will have their textile pattern added to Fil Doux's 2015 running line.

Events to follow include a member only tour of the newly open Palladian Hotel. We will close out the year with our Elevate event where we will present scholarships to students and celebrate a successful year for the Northwest Chapter of NEWH. The save the date will be released shortly.

FUNDRAISING DIRECTOR

Sophia Nguyen

We held our annual fundraiser this year at the Space Needle. Bringing in about \$22,000 in scholarship funds, I'd say the event was a success! We are extremely lucky to have such a tight knit community and supportive sponsors that generously contribute year after year. We changed the format of the event this year to be free roaming instead of formal sit down dinner. After having done both, I am still not sure which format works best for our chapter. We will have to continue to discuss amongst our executive board to see how we want to balance benefits for the design community, versus the reps and the vendors that sponsor the event.

In addition we are implementing a mentoring program for all disciplines. In terms of fundraising, next year's fundraising director will be shadowing me for the last quarter and assisting with the fundraising duties for our last event of the year. This will transition into 2016 nicely.

MEMBERSHIP DIRECTOR

Karen Rains

Currently the Northwest Chapter is holding strong at 240 members and we continue to grow monthly - 10 new members last month! Our membership base also continues to get more and more involved in both attending functions as well as volunteering for event committees. This year we held two "members only" events and they both sold out quickly. We also hosted a "members-only" appreciation event to celebrate our 20th anniversary that was held on a gorgeous roof-top deck overlooking downtown - it was very well attended.

Membership and scholarship continue to work closely together to reach our student community and all board members share in the responsibility of being ambassadors to the surrounding school community. We have 42 student members and 9 professors that are regularly involved in our events.

SCHOLARSHIP CHAIR

Grace O'Brien

This year has been a great success! The education team and I have been working hard to increase the connection with the professors and students at all the schools covered by our chapter. In the beginning of the year we wanted to throw an event for the professors only to get feedback on how we could be of more help to them and benefit at their school; we quickly realized a need for

key contacts at each school that really knew us and wanted to be more than just a member. So this event was put on hold until we could develop these connections. I am confident that next year this event will not be an issue; as we have since then began getting these strong connections we needed at our schools. We started through emailing and calling existing members that work on our college campuses and asking if they themselves wanted to be liaisons or knew of someone in their program who might be interested. From this list we found a combination of professors and faculty that have now volunteered to become liaisons to the NEWH board and be our go-to person for their school. This list we hope to continue growing and eventually have a key person at each school we can count on to help spread the word on all our events and scholarship opportunities for their students. We have also increased the scholarship amount significantly and raised the goal of applicants we plan to receive from 25 to 50 this year. Personnel on our board as well as some specific NEWH members who were interested in assisting the education team have stepped up to assist us in canvassing the schools and meeting with students on as many campuses as possible.

EDUCATION CHAIR

Paige Nelson

As 2015 Education Chair, it's been an honor to extend a hand out to our professors and students in the hospitality community. A large part of getting students involved has been getting instructors and directors at our local schools excited and enthusiastic about our organization and what it does for our next generation of hospitality leaders. As a team, we've decided to focus on using one person (both an instructor and a student) to be the story tellers for NEWH within their own community to better spread our word and mission. So far, we've had positive feedback and are hoping to receive 3 times as many applications as last year's scholarship applicants.

PUBLIC RELATIONS CHAIR

Renee Herron

This year has definitely seen improvements to the ease at which I

am able to gather and compile information from our Board to be shared in the NEWH Magazine. We have been accomplishing a consistent level of coverage for our Chapter in every of the Quarterly NEWH Magazine and I make active efforts to get all of our events and Chapter news, promotions, etc. into each issue. Most recently, for our Annual Chapter Highlight, the Mag ran a great feature on both of our two very successful events we hosted in the Spring/Summer – the Annual Savor Uncorked Event that took place in July, and our May Hotel Vintage Portland Tour and AirBnB Panel. Beyond just PR through the Magazine, I've been getting more involved in some of the 'on-site' PR building at our events, via taking on responsibilities to be a liaison with any guest speakers or special guests prior to the event, acting a bit in the 'hospitality chair' duties of greeting guests/members/vendors at the Trade Show and promoting the Chapter through these conversations at the event.

GRAPHICS CHAIR

Katy Clark

Duties this year included a ground up appraisal of what all is required and what efforts go into each aspect of any of our events. From the Save the Date, through Facebook and email blast specific graphics, (i.e. banners and event branding), event specific signage requirements, coordination of sponsor specific signage as well as thank you's after the fact. Along with all of that, we have also made a bigger push this year to reinvigorate monthly industry networking events such as Thirsty Thursday, a joint effort with several other local industry chapters. This also requires a new monthly graphic to be posted to Facebook and shared through email.

In an attempt to get better organized, to gain a better grasp on last minute event madness, and to help pave the way for next year and shift to a more delegate-centric graphics team structure, we have also created and implemented a "Graphics Order Form" to help all committee heads for each event better understand what goes into the graphic heavy voice that we are building, as well as to assist them in better planning and preparing for creating and selling a successful event, for our Chapter as well as our sponsors.

PHILADELPHIA/ATLANTIC CITY

Bruce Heins & Kristin O'Bara, delegates

September 9, 2008

MEMBERSHIP

- Currently we have 74 active members for our Chapter as of September 2015. We continue to look to different avenues to obtain new members. This year board members have been presenting membership and its benefits at our "Thirsty Thursday" events and vendor meetings at design firms. This year we have really been focusing on gaining designer and student membership to help grow our chapter and its reach into the design community.
- Jim Lyons, Membership Chair, has been bringing up membership at various design firms, industry events and helping potential chapter NEWH members through the application process. By having Jim there for new applicants, they instantly have a face to look for at events and are more likely to attend.

PROGRAMMING

- Events for 2015 have been planned out by Christina Mecca our Programming Chair for the year with careful consideration for other events going on within the design community and the area in general (September's Papal visit in Philadelphia and NeoCon East moving to Philadelphia at the end of October). The location of this year's events have been planned to cover a wider range of our chapter's geographical area to serve the members better.
- This year events have covered more of our chapter's

geographical coverage than ever before. We have had a project tour outside of Philadelphia in south eastern PA which was well received. Also our annual Jersey Shore summer event and numerous events in the Philadelphia area have reached a broader number of members and non-members than any of our chapter's previous years

- This is our annual scholarship fundraiser will be a slightly smaller event than last year's Product Runway Fundraiser at The Chelsea in Atlantic City. This year's Annual Fundraiser will be held on October 22nd at the Powell House in Philadelphia. Careful budgeting and planning, strategic fundraising, additional social media exposure for event and annual sponsors are combining to make our fundraiser profitable even before ticket sales and raffle monies are added up.
- Our programming for the year includes tours of completed member projects, student internship day and local showroom tours. We are varying locations, type of events and locations to keep attendees interested and enthusiastic.
- "Thirsty Thursday" events have been introduced the first Thursday of every month for a causal evening of networking. These events are free to attend, and attendees are responsible for their own food and beverage, none to be provided by NEWH AC/Philly. Our first reintroduced "Thirsty Thursday" event was July 30th at the roof top bar at Hotel Monaco in Philadelphia. We had an RSVP list of close to 50 people for this free event. This

was a record breaking event RSVP for a non-fundraising event. We have continued to have an event every month since with good turnout. The dependability of a set time (first Thursday of every month) to have this event is helping to make it an event people can count on.

- The annual scholarship awards event will again be in November and the focus of the event will be the students being honoured. This will be another record breaking event, with three scholarships being awarded to make up a combined total of \$10,000.00 in scholarship monies to be awarded.
- 2016 Board Members will participate in on-line board training in the first quarter of 2016 to stay up to date with our positions' responsibilities. Date for the training will be determined in the near future.
- Annual Community Service Project was Dress for Success (DFS) in Philadelphia and spearheaded by Carol Mortimer, Wolf Gordon. This event was held at the new location, with elements of the previous location integrated into the new design. Many of the items in the DFS were donated by local NEWH Members-i.e. Design, product, materials, etc. At our event on September 17th, attendees were encouraged to bring a gently used purse suitable for a fall interview to donate.

SCHOLARSHIP

- In 2014 we awarded \$6,000.00 in scholarship awards to three (3) students at the Scholarship Event in Philadelphia. We had 12 applicants for the 2014 year awards, 5 more than for the 2013 scholarships.
- For 2015, we have budgeted to give out \$10,000.00 in scholarship awards in the form of three (3) scholarships. We are continuing the goal to build the amount of scholarship fund monies to be awarded each year over the previous year and model after our sister chapters, New York and DC when it comes to scholarship awards system.
- We will continue to work on acknowledging our sponsors and scholarship winners throughout the year at events and in social media.
- New for 2015 is direct marketing to educators on a regular basis to get the word out that we are accepting applications for the three awards that will be given out in November. This was started early in 2015 and hope that we will get more applications than last year.
- Also while promoting the scholarship awards, board members have been promoting free membership for students and educators in hopes to bring in new members and individuals to

the local industry.

FUNDRAISING

- All events held this year have been profitable; Event sponsorships and door ticket sales have sufficiently offset our event costs. Using the credit card readers at the doors of events has greatly helped to process last minute RSVPs effectively and efficiently.
- In 2015 Sarah Waple, Fundraising Chair, has been super active in acquiring annual and scholarship fundraiser event sponsors. Sarah has been utilizing our standards for fundraising -i.e. social media postings & emails, and then took fundraising activities a step further by reaching out directly to potential scholarship fundraising event sponsors directly. This additional step by Sarah has been key in increasing the potential grand total of monies raised from the annual scholarship fundraiser.
- Decisions on the location, catering, items to be covered by sponsors, donations to solicit were carefully looked at by Sarah and the board as whole to make the best possible decisions for the annual fundraiser event so we can maximize the monies raised this year to be able to award more money than the \$10,000.00 this year.

NEWS

- We are in the process of securing three (3) high profile design firms in the Philadelphia Area to represent the chapter in 2016 TOP ID.
- Name change to represent us better as chapter with "NEWH Atlantic City/ Greater Philadelphia" was a success.

ISSUES CHAPTER WOULD LIKE HELP WITH

- Sometimes we see a slow start to applications coming in, do you have any advice on how to drum up more interest and applications earlier? How about how to get more interest in general in the scholarship awards?
- **Staff Note: Most students wait until they have all of their needed items, and then submit their scholarship just before or on the deadline date. Make sure you're allowing enough time for the process; allow at least 6-weeks for the scholarship to be open. To generate interest, find a student representative for each school, hold a student day to educate students and professors, post on college Facebook pages, engage with local student groups, update your school list annually and personally reach out to colleges with a phone call, state on your application the amounts to be awarded.**

PITTSBURGH REGIONAL

Dina Caruso, Steering Committee Chair

MEMBERSHIP

- Led by Joy van de Velde, current roster 35+ members
- As of 9/21/15 we have 4 Educational, 27 General and 4 Student
- General consists of Interior Designers, Architects, Product reps, Manufacturers and Distributors.

PROGRAMMING

- Led by Jessica Nikolakopoulos
- Second Thursday of every month, alternating between events and sundowners.
- 2016 Special events include: Scotch & Sweaters at a millwork/veneer shop, CRATE cooking class, Tour of Narcissi Winery, Tour of Wigle Whiskey, Tour of next downtown hotel to open in Pittsburgh (there are 7 under construction).

SCHOLARSHIP

- Being a new regional chapter, we need further discussion with NEWH corporate to comment on Scholarship. We are hoping to award one in Spring 2016

FUNDRAISING

- Pittsburgh is a very cold, wet, grey city during the winter months. We are considering a Luau or other "Cabin Fever Reliever" type of event, maybe at Phipps Conservatory, to experience warmth, greenery, etc.

CHAPTER HIGHLIGHTS

- Our regional group is extremely diverse. We have huge interest from young designers but also from seasoned professionals. We have interest from many different types of manufacturers and even end users.

ISSUES CHAPTER WOULD LIKE HELP WITH

- We would like some assistance with understanding the ins and outs of fundraising for scholarships. We have a lot of reps interested in sponsoring events. How do we get them and attendees to give money towards the scholarship other than charging for tours? For instance, we have a Scotch and Sweaters event in January to tour a millwork shop. Should we associate a

cost with the tour?

- Staff Note: Any event (programming or fundraising) sponsorship dollars go toward your event expenses and the monies are deposited into a chapter's/region's admin account. With fundraising events, once the event is reconciled, some of those proceeds are then moved into the chapter's/region's scholarship account. Because of not all of the collected money

is going directly into the scholarship account, event notices should state "Proceeds from this event go toward NEWH's mission of education and scholarship." As a regional group, if you have sponsor dollars over and above the event expenses, a portion of those dollars can be moved into your regional scholarship account. Vancouver Region can contact Chris Tucker or the NEWH office with any questions you may have.

ROCKY MOUNTAIN

Ellen Armer & Chelsea Lawrence, delegates

chartered December 2, 1991

MEMBERSHIP

- We have continued to work on growing our membership at our entire chapter and networking events throughout the year, and have attracted a number of new members.
- We have increased our hospitality efforts, in addition to our "buddy program" to help welcome new members into our chapter, as well as retain existing members.
- We've continued our membership appreciation and membership drive events – specifically Rockies game Sundowner (this past June). This has proven to not only show our appreciation to our sponsors and members, but also recruits new members, which it did again this year.

PROGRAMMING

- We plan to continue our strong programming for the entirety of 2015, including but not limited to the following events:
 - Jan 11 Board Training- All board members
 - Feb 2 Scholarship voting by board: February TBD – All board members
 - 3 First Quarter project highlight/happy hour :TBD
 - 4 Cornhole/Golf tournament planning/Fundraiser: Committee
 - Mar 1 First Quarter Newsletter to go out – David Walker
 - 2 Scholarship applicant interviews: TBD - Committee
 - 3 First Quarter CEU: TBD
 - 4 Spring community service planning: TBD - Sharon Lardie, committee
 - Apr 1 Spring Community Service Event: TBD - Sharon Lardie, Committee
 - 2 Award Scholarships to recipients, article write up for newsletter feature: TBD - Narisara Sarobhas, Committee
 - 3 Golf tournament planning/Fundraiser: Committee
 - May 1 Second Quarter project highlight/happy hour TBD
 - 2 Second Quarter CEU: TBD
 - 3 Golf tournament planning/Fundraiser: Committee
 - 4 Membership appreciation event planning - Kyla (NEED SPONSORS per new IRS guidelines)
 - Jun 2 Second Quarter Newsletter to go out - David Walker
 - 3 June 2 ~ Membership appreciation event - Kyla
 - 4 Golf tournament planning/Fundraiser: Committee
 - 4 Haute Seat Scholarship Event planning: TBD - Narisara Sarobhas, Committee
 - Jul 1 Third Quarter CEU: TBD
 - 14 Golf Tournament Fundraiser: - Committee (Adam Tooter, Marie Poisson, Chelsea Lawrence, Ellen Armer)
 - 2 Haute Seat Scholarship Event planning: TBD - Narisara Sarobhas, Committee
 - 3 Membership appreciation event planning - Kyla (NEED SPONSORS per new IRS guidelines)
 - Aug 1 Membership appreciation event: TBD - Kyla (NEED SPONSORS per new IRS guidelines)
 - 3 Third Quarter project highlight/happy hour: TBD
 - 3 Haute Seat Scholarship Event planning: TBD - Narisara Sarobhas, Committee
 - 4 Student Speed Mentoring Event Planning – Committee

- Sep 1 Haute Seat Scholarship Event: Cancelled
 - 2 Third Quarter Newsletter – David Walker
 - 3 Student Speed Mentoring Event Planning – Committee
 - 4 End of year bowling/holiday fundraiser event planning - Committee
- Oct 1 Student Speed Mentoring: TBD - Committee
 - 2 Winter community service event planning: TBD - Sharon Lardie
 - 3 End of year bowling/holiday fundraiser event planning - Committee
 - 4 Scholarship: outreach to schools/clean up contact list: Narisara Sarobhas, Committee
- Nov 1 Fourth Quarter CEU: TBD
 - 2 Fourth Quarter project highlight/happy hour: TBD
 - 3 Community Service Event: TBD
 - 4 End of year bowling/holiday fundraiser event planning - Committee
 - 5 Scholarship: outreach to schools: Narisara Sarobhas, Committee
- Dec 1 End of year Bowling Event/Fundraiser Drive: TBD - Committee
 - 2 Fourth Quarter Newsletter – David Walker
 - 3 Scholarship: outreach to schools, packets sent out: Narisara Sarobhas, Committee

SCHOLARSHIP

- With our scholarship chair having continued with our 2015 board, we had a very successful event again this year. Here is the sequence of events, which we expect to closely follow again for 2016:
 1. February 16th: Scholarship applications due
 2. February 17th: Scholarship applications made available to the board for review, through a secure Dropbox folder
 3. March 3rd: Board members voted to select finalists
 4. March 4th: At our March board meeting the finalists were announced
 5. April 3rd : Scholarship interviews were conducted with the final applicants and scholarship committee
 6. April 3rd: Scholarship winners were announced to the board.
 - i. First Place: \$5000 Michael Bent
 - ii. Second Place: \$3000 Emily Rene Hosman
 - iii. Third Place: \$1500 Samantha Wilson
- Scholarship Events:
 1. Spring Event: Dinner Scholarship Event to congratulate the winners. Invitation only, with a small group of past scholarship winners, board members, and this year's winners. Held at a wonderful farm-to-table restaurant in downtown Denver on May 11, we wanted to create a more intimate event for the winners (and due to their ages, one that did not involve alcohol). A wonderful time was had by all!
 2. Fall Event: Our initial plan was to announce the winners to our membership-at-large at our annual "Haute Seat" Event, but we've been forced to cancel this event completely, due

to competing events by other local design organizations. Instead, we will do this at our last large event of the year, our Holiday Bowling Extravaganza on Dec. 1. This will be an opportunity for the scholarship winners to return from wherever they are now, and share with us where they are and how the scholarship has benefited them.

FUNDRAISING

- We have continued with our fundraising efforts throughout 2015, with one more major event (our Annual Holiday Bowling Extravaganza) still to come. We already have vendors and sales reps pressuring us for the opportunity to sponsor this event, so we expect to do very well this year!
- Our first fundraising event happened on July 14th – our Bi-Annual Golf Fundraiser. It was held at Highlands Ranch Golf Club, which continues to be a successful location for us. We had a great time, and raised several thousand dollars for our scholarship fund!
- Our fundraising director and chair are putting together a 2016 sponsorship menu, which we plan to release in early November. We hope this will give sponsors the ability to plan for both their remaining 2015 funds, as well as the upcoming 2016 budget.

CHAPTER HIGHLIGHTS

ORANGE COUNTY REGIONAL

Jessica Wasmer, Steering Committee Chair

(chartered 1988)

MEMBERSHIP

- Membership has been growing slowly but steady progress. We have a lot of students coming in which is great. We also have many people wanting to get more involved.

SCHOLARSHIP

- All packets have been sent to schools in our region which now includes San Diego, OC, IE, and Hawaii
- We are offering three \$2500 scholarships, one of which will go to an SD student
- We have extended the deadline for receiving applications to Friday Oct. 16th to allow for more participation
- Prior to this, we have only received under 10 applications. This also happened last year and we hope that more time brings

- We have been working (with NEWH corporate's help) to strengthen our chapter's internet presence, through uploading all our event invitations to our website (more recent ones even including dynamic links!), as well as keeping our Facebook page continuously updated. In addition, we continue to publish our quarterly newsletters, highlighting our chapter's events and members.
- We are excited for our 2015 board; we have some new faces which are sure to bring fresh ideas and perspective. The collaboration between old and new members will be beneficial to all.
 1. Update: Our 2015 board is collaborating beautifully. Everyone has been helping out when needed with all events thus far.
 2. Continued update: More of the same, only better!

ISSUES CHAPTER WOULD LIKE HELP WITH

- We continue to welcome support and guidance for the 2017 Leadership Conference. We are becoming more and more excited about hosting, but want to be sure to stay on track with this event. We LOVE the "Climb Up" campaign, and plan to use it in our general promotions throughout 2016, to help generate curiosity and excitement about the conference.

more apps just as it did last year.

PROGRAMMING

- We just had our 3rd happy hour event this year and it was a success with turnout of about 65 people. We are planning on one more happy hour and our scholarship event to close out our year. We have had a hard time getting sponsorship this year compared to previous years but are still putting together very successful events.

OTHER BUSINESS

- Next year we will have two positions on our board opening up, secretary, and programming. We are currently working to fill these positions.

SAN FRANCISCO BAY AREA

Debra Calkins & Terri Metzger, delegates

chartered June 1, 2010

MEMBERSHIP

- Our Chapter has done a great job retaining members and attracting new members. Grand Total membership is 221 with 155 voting members.

PROGRAMMING

- April: Sustainable Event held in the Dunkirk Showroom. Our Sustainable Director, Britney Gamble, had a great educational game of Earth Day Trivia for us.
- June: State of the Hospitality Industry Panel event held at Heroku. Kiko Singh, Programming Director, moderated our panel discussion. Audience was engaged and asked great questions of the panellists.
- July: Regional Tradeshow we held a lively "Branded Panel Discussion" just prior to the opening of the Tradeshow.
- August: Hotel Tour at the newly remodelled Zephyr Hotel (former Radisson). The hotel now has a very relaxed "nautical" or "waterfront" theme to it. Great art work!



- September: Restaurant Panel event held in conjunction with Cornell Alumni at recently opened Calaveras restaurant in Oakland. Arcsine designed the restaurant and a Cornell Alumnus owns and manages Calaveras. They spoke about the design and challenges of the project.
- September: Mentoring Breakfast fantastic turnout of over 60 students! Palecek hosted our event. We had several design professionals take groups of students through the showrooms and open a dialogue for them to ask questions and get comfortable with the professional world. We did have one instructor attend as well. The immediate result is 32 new Student membership applications doubling our student membership!!



SCHOLARSHIP

- Parisa Sayani, Director of Scholarships, has done a fabulous job of getting information out on our scholarships, 20 applicants!!! We are holding our Scholarship and Top ID Gala event November 12th at the Green Room in San Francisco. In conjunction with this we held a Student Mentoring Breakfast on September



- 24th and drew 10 student tickets to attend the Gala.
- Gala Tickets Student Winners!

FUNDRAISING

- We will be holding our sixth annual Wine by Design event October 3rd. We sold out in record time this year! There will be about 175 attending the event. We are touring Francis Ford Coppola and Roth Vineyards. Sure to be another fun and educational event.

CHAPTER HIGHLIGHTS

- We will be holding our first ever Scholarship Gala November 12th and 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.

ISSUES CHAPTER WOULD LIKE HELP WITH

- Keeping our momentum going!!!

SOUTH FLORIDA

Joelle DiBlasi, delegate

chartered October 2, 2003

MEMBERSHIP

- We're currently at 169 members and quickly growing. Up 34 members from our last report!
- We have implemented a separate e-mail list to keep the prospective members in the know of our upcoming Events and Mingles. We have found this to be very helpful to those that are on the fence about joining.
- In the last few months we've had many new members express their interest in being more involved with the chapter for events.

opportunities. We plan to visit more educational centres to do the same.

- We currently have 2 Board Members, who are past scholarship winners and have made a commitment to share their awesome experience thru volunteering.

PROGRAMMING

- We started the year with a full calendar of Monthly Mingles, all being held on the 4th Thursday of every month so people will get used to that day. We have found anatomizing our Chapter gave us a better chance of filling up our Events; thus we have been alternating the Mingles between Miami, Fort Lauderdale and Palm Beach. It's proven to be a success! Many members from the South Florida region have expressed their gratitude for the rotation of Mingles between the Miami-Dade, Broward, & Palm Beach County areas. This has given the design community in the South Florida region more ways to participate.
- We are having a Bingo event Oct. 1st. This event will be hosted by & at the Bryan Ashley showroom in Deerfield Beach, Fl. This is going to be our first year hosting this event and we're very excited about it!
- On Dec. 10th we will be hosting our annual SOPHIE awards banquet along with our Scholarship awards. It will take place at the Coral Gables Museum. This will be the first time having an event at this beautiful location.

FUNDRAISING

- This summer we had our yearly anticipated Bowling Fundraiser. We had lots of fun, bowling and opportunities to meet and make new friends. We had 15 lanes, as well as lots of awards and sponsorship opportunities.
- In June, we hosted our Design-A-Chair event at the Rubell Family Collection museum. Raising over \$500 from the auction of the uniquely designed chairs. This event was a great way for our design community to express their creative side as well as hear a wonderful guest speaker, Michael Wolk.
- End of year proves to be very busy for us with the Sophie Awards. Last year's Event was a success and we expect nothing less this year. We are extremely excited to continue honouring the professionals in our industry as well as have our scholarship winners attend and participate with their future employers.

CHAPTER HIGHLIGHTS

- Since starting the Monthly Mingles early this year, each of the vendors on the board has sponsored a gift card to raffle on that day. It is a great way to entice people to attend and join our chapter.

ISSUES CHAPTER WOULD LIKE HELP WITH

- This chapter has & still struggles with designers and architects attendance. Therefore, that's why we decided to break up the Mingles/Events by changing the locations between the tri-county area. We are already seeing an improvement in the attendance of event & membership. We hope to continue that way.

SCHOLARSHIP

- We are working in conjunction with some colleges to present to their students and educate them about the scholarship

SUNSHINE

Pam Niemann & Teddi Powers, delegates

chartered September 1, 1996

MEMBERSHIP

DON'T FORGET TO RENEW YOUR MEMBERSHIP

2015 we held our Annual Membership Drive in February at World of Beer in Downtown Orlando. We gained 16 new members that night. We currently have 246 members.

Morgan Murray (\$3,500)

TRADESHOW

March we hosted the NEWH Regional Tradeshow. It was a huge success. Our members and exhibitors were very pleased with the turn out. We had 267 attendees and 148 Exhibitors. Our panel discussion consisted of four panelists, Brian Quinn of Red Lion Hotels, David McDaniels of Intergra Land Development, Rich Maladecki of the Central Florida Hotel Lodging Association, Shane Feemster of Shekina and Paul Bienkowski was our Moderator. We had over 45 in attendance. The future developments in the Orlando area, technology, sports arenas, tourism

and the effect they all have on the Hospitality Industry was the basis for the discussion.

SUSTAINABILITY

The Annual Corporate 5k in Downtown Orlando was a great way to come together and be sustainable. Urban Art, ISG and Carroll Adams Group hosted a tent party and we had over 30 participants this year.

COMMUNITY SERVICE

MARK YOUR CALENDARS Come one, Come all - bring your families to this years for Tots on December 2 from 6:00-8:30 pm. to Urban Art Company where we will have a very special guest in addition to our

Marines collecting toys.

FUNDRAISING

Our Casino Night Fundraiser was a HUGE success we earned over \$14,000.00. The food and entertainment was spectacular. Thank you to ALL our sponsors for such a success event.

ANNIVERSARY/HISTORY

Next year we will celebrate our 20th Anniversary for the NEWH Sunshine Chapter. We will host a GALA to look back at so many years of success.

TORONTO

Tara Witt, president

PROGRAMMING

June – Professional Headshots at Nando’s

Everyone that attended our June event had a professional head-shot taken. We stressed the importance of professional photos on social media and networking platforms (like LinkedIn) when connecting with industry professionals online. We used the unique textures of Nando’s interior design as our backdrops, and it really gave the shots that je ne sais quoi! We are still getting a lot of positive feedback from this event, and everyone is using their headshots!



September – Design Panel Discussion at the King Edward Hotel

MODERATOR
Michelle Finn

President, HMG & SVP, Hospitality Brands, ST Media Group
PANEL

Laura Mckoy: Director, Interior Design, OMNI Hotels

Robynne Moncur: Moncur Design Associates Inc.

Sue Dulmage: Sue Dulmage & Associates Inc.

Robert Aitken: Shurway Contracting Ltd

We had 5 very generous sponsors on board for this event: ST Media, Shurway Contracting, Delta Furniture, Ulster Carpets, ViFloor, and Symmons. All of our sponsors were suppliers of the King Edward Hotel renovation. We hosted room tours prior to having everyone join for our panel discussion in the sovereign ballroom. We also awarded a special scholarship, sponsored by ST Media, to one of our local scholars, Natalie Ho of Ryerson University, who showed an outstanding commitment to the hospitality industry.

chartered November 18, 2004

Shaw Hospitality Group had traveled to Toronto for the event to honor Moncur Design Associates with a Design Is ... Award recognizing their beautiful remodel of the Omni King Edward Hotel.

According to the Daily Lodging Report, "Toronto's 112 year old Omni King Edward Hotels is celebrating its official reopening this week,

even though it never really closed. The hotel underwent a two year, \$40 million renovation. The hotel, owned by Skyline International Development and Omni Hotels, has started a \$7 million restoration of the 17th floor Crystal Ballroom. All 301 rooms and meeting rooms have undergone complete renovations.

Dina Evans and Robynne Moncur of Moncur Design Associates Inc. are pictured with Scott Pope of VI Floor and Kevin Sanders of Shaw Hospitality Group.



SCHOLARSHIP

We are very pleased at the NEWH Toronto Chapter to award in the amount of \$14,500.00 in scholarships this year! We would like to thank everyone involved for their generous donations and all the efforts involved in fundraising to support these scholarships and our successful events in the Toronto Chapter as we could not do it without our Members fantastic support to raise these Scholarship

dollars.

We recently hosted an excellent event at the King Edward Hotel where we awarded Natalie Ho, a student at Ryerson University in Hospitality Management with a scholarship donated by Hospitality Media Group, ST Media. Our Annual Scholarship Award Event will be hosted by PI Fine Art on November 17, 2015, at their showroom. At this event we will be awarding NEWH scholarships to the following students; Soodabeh Naderi studying Interior Design at Mount Royal University, Kirsten Smith studying Interior Design at Algonquin College, Brooke Anderson studying Interior, Design at Algonquin College, Karleigh Muir studying Hospitality / Hotel & Resort Management at Georgian College and Sarah Gray studying Hospitality Administration at Georgian College. We also have one more scholarship to be selected and awarded in November at the Ryerson University Ceremony to a student in Interior Design program.

Congratulations to our Scholars and their accomplishments during their academic careers. We look forward to welcoming them into our Industry and embracing them within NEWH Membership and the Hospitality Industry with a head start due to Networking with NEWH Peers.

UNITED KINGDOM

Jonathan Young, delegate

chartered June 12, 2002

MEMBERSHIP

Membership of the UK chapter is holding steady at around 70, but the good news is that there has been some take up of the Chapter Business Membership with Benjamin West and Chris Garrod Global joining in that fashion, and Wimberly Interiors expressing an interest.

Moving into 2016 Sheila Murphy will take over responsibility from Rebekah, and whilst she will focus on renewals, she will be supported by Diana Arkelian, who will focus on new potential members.

PROGRAMMING

The hotel tours continue to be popular, and following the very successful Edition Hotel, London tour earlier this year we have a tour of the new Beaumont Hotel planned for this week. Jeremy King, one of the owners of this boutique hotel, has agreed to introduce the hotel to the group. We will also be continuing with our London Social events and be looking to make this more frequent in 2016.

SCHOLARSHIP

We have aligned ourselves with Ravensbourne College in London and presented a scholarship award at our Annual Fundraising event at the Ham Yard Hotel to Tom Willis based on his interior design work judged by Jane Wickings from McVitty Design, Charles Leon from Leon Black Design, and Board Members Caroline Banks,

FUNDRAISING

On August 26, 2015, over 176 people from the Hospitality Industry gathered to celebrate NEWH at golf! The weather was a little cool, but spirits were high. We gathered early to prepare for our 144 golfers with their newly-branded NEWH knap sacks and setting up the silent auction tables.

Our industry partners were very generous with their donations, and we had a successful silent auction with 53 items. Our door prize draw of a 49" LG LED television donated by LG Electronics Canada Inc. was won by Dave Benedetti, of Delta Controls Inc. The winner of our raffle draw for an Apple iPad donated by tappatec INC was won by Linda Simopoulos, of Maddan Group, and the winner of our 50/50 draw was Krish Thuraiappah, of Novotel Toronto Center, who walked away with \$645. Congratulations!

Due to the success of this event, we will be awarding \$14,500.00 in student scholarships this year. The scholarship presentations will be made at the PI Fine Art Showroom on November 17, 2015.

Thank you to everyone who participated in this event, and we look forward to celebrating our next golf tournament with you on Wednesday, August 24, 2016.

Shirley Jenkins, and Nat Coalson. We will be looking at an additional scholarship award next year and are currently researching potential schools focused on hospitality.

FUNDRAISING

Our main Fundraising Event is the Annual Scholarship Award which took place last month. It was a successful event held at the Firmdale Hotel, the Ham Yard, and raised enough money for us to consider two awards for next year, one focused on design, and the other the hospitality sector. Our breakfast events at Decorex and Sleep are also proving to be great vehicles for raising funds for the scholarships.

OTHER CHAPTER HIGHLIGHTS

The recent changes in the UK Board have been a shot in the arm with NEWH in the UK with Rebekah assuming the role of President. In addition we have three new Board Members who have joined. Diana Arkelian from Benjamin West (handling Fundraising, and helping Sheila with membership), Daffyd Watkins from Fameed Khalique (handling Marketing, and supporting Nat with the PR and Social Media), and Kathryn Quinn from Ulster Carpets (handling Hospitality).

ISSUES 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.

VANCOUVER REGIONAL

Kimberly Sontowski, steering committee chair

MEMBERSHIP

- As of October 2, 2015 Vancouver Regional Group presently has 119 total members; 16 Associate Members, 14 Chapter Business Courtesy Members, 1 Chapter Business Member, 7 Chapter Level Business Members, 1 Corporate Partner Courtesy Member, 3 Educational Professional, 23 General and 54 Students.

PROGRAMMING

- We are currently in the midst of planning our year-end Scholarship event scheduled for Thursday, November 19th at Hotel Georgia's rooftop lounge: Reflections. Many suppliers have shown interest in participating as sponsors so we are finalizing budgets and securing a décor sponsor who'll recreate

the space for a one night only waffy wonderland. Our calendar of events for the year has been the following:

- a. Vancouver Region NEWH Sundowner, June 4, 2015 – Skwachays Lodge
- b. Vancouver Region NEWH Sundowner, August 20, 2015 – Steeltoad
- c. Vancouver Region NEWH Scholarship Year-end Event, November 19, 2015 – Hotel Georgia's Reflections Rooftop Lounge

We will only have 3 of our usual 4 events this year due to a venue issue with our first event. Our board tried again with hosting a student event for September where Heritage would host an

open house for students to get inside knowledge from peers working in hospitality design as well as senior level designers and CEO's input. There would then be 1 on 1 portfolio reviews too. This will be rescheduled to 2016 so that we source the right experts to volunteer their knowledge and get enough work to student bodies so portfolios are readied.

SCHOLARSHIP

- Scholarship packets were sent out on Tuesday April 14, 2015 to all pertinent schools by our Scholarship Director Jennifer Kurtz. The closing date to receive all applications was May 15, 2015. The Vancouver Regional board reviewed all submissions on May 27th and Sharon Devya Dias will be awarded the full \$2000 scholarship and has since been notified. The award will be given officially at our Hotel Georgia: Reflections event on Nov. 19th.

CHAPTER HIGHLIGHTS

- Our events are well attended with a high abundance of positive feedback from the A&D and Hospitality Community.

WASHINGTON DC METROPOLITAN

Delila Barragan & Melinda Peck, delegates

chartered November 6, 1992

MEMBERSHIP

Membership Break-down as of September 02, 2015:

Associate Member	58
Chapter Level Business	08
Chapter Business Member	07
Courtesy Chapter Level Business	16
Courtesy Corporate Level Business	10
Educational Professor	13
General Member	89
Honorary Member	05
<u>Student</u>	<u>107</u>
Total Members	313

Membership continues to grow with each successful event and are excited for our next membership drive in 2016.

PROGRAMMING

- Our chapter is continuing to hold its monthly Winesday Wednesdays the last Wednesday of each month, held in various regions around the DC Metropolitan area selecting new and upcoming venues to entice attendees and new members. We have gained a different following at these events than we do our other programs and continue to get feedback on how to grow our chapter and get new members involved. In May, we held a hotel tour at the newly opened Marriott Marquis in Washington, DC. This was an exclusive event with limited availability and even more appealing for NEWH members. Then following in July, we had a hotel tour at the Baltimore Marriott Waterfront showcasing the new Marriott International guestrooms. Both tours were a huge success and pull in astonishing attendance.

SCHOLARSHIP

- DC Metropolitan Chapter will be hosting its annual SAE Event on October 27th @AMP in North Bethesda, MD in celebration of 2015 scholarship recipients. Due to exponential funds from outstanding fundraisers from the previous years, we did increase the overall amount awarded to \$37,000. We had nine total recipients this year and were pleased with the amount of applications submitted for review. Congratulations to the scholarship recipient winners: Amber Summerour (Catholic University), Dane Macan (EPCI University), Khadijah Nimrod (George Washington University), Faezeh Behzadnejad (George Washington University), Jodi Lynn Radebaugh (Morgan State University), September Banks (Virginia Commonwealth University), Adnan Chaudry (University of Maryland Eastern Shore), Timi Mustapha (Montgomery College), and Ann

- We still have a strong student membership but we hope to increase those numbers again to last year's totals.

ISSUES CHAPTER WOULD LIKE HELP

- We have not been as proactive as we like with having our succession plan in place as board members move on from their 2 year positions. We are open to tips and feedback as to how this is seamlessly done and how to involve industry members to volunteer initially then moving them into roles that are on the board as they become available.
- **Staff note: The succession plan is never seamless but what has seemed to work the best in the past for other Chapters/Regions is have those serving on a committee move up to the Chair positions. They then know the "workings" of the Board and have a better understanding of the NEWH mission. Personally reaching out to someone with a phone call or at an event is the best way to build that relationship. When you take a personal interest in someone, they seem to perform better.**

Shkarupa (University of Maryland Eastern Shore). Looking forward to honouring these individuals at our next grand event with guest speaker Kia Weatherspoon!

FUNDRAISING

- Our chapter held its annual Golf Tournament Fundraiser event on September 21st at the Lakewood Country Club in Rockville, MD with epic success. A huge thank you to all of the sponsorships including Marriott International as the title sponsor to support our Scholarship Fundraising efforts. Final numbers are still being processed but the fundraising event appears to have brought in around \$49,000. Congratulations to Monika Sibert and her fundraising committee in creating an out-standing event that will help us succeed our goals in issuing additional scholarships to the students of the DC Metro area come 2016.

CHAPTER HIGHLIGHTS

COMMUNITY SERVICE:

- This year, our chapter will be back to supporting St. Ann's Center for Children, Youth, and Families helping those in need to enjoy the holiday season. St. Ann's happy hour will be Octo-ber 21st at Crave in Bethesda, MD to distribute wish lists, receive monetary donations, and to sign up to participate in the holiday party. Dec. 10th will be wrap night for all gifts being given and Dec. 12th will be the actual St. Ann's Holiday Party. The families are so overjoyed for the Holiday Party and all the holiday cheer that is spread around that it is an event no one will want to miss.
- This year's NEWH Heart Walk will be held at the National Mall in Washington, DC on Nov. 7th. Team members are being rallied while we continue to strive to reach our goal in contributing to bring awareness to Cardiovascular Disease.

ISSUES CHAPTER WOULD LIKE HELP WITH

- At this time we are concerned with the sudden push for termination of board members after serving for 10 years. It seems this is just being implemented for next year even though it has been in our by-laws. We understand where eliminating them from a voting position but given the size of the DC Chapter, we could use the extra support and know-ledge they bring to the table. We have also struggled with keeping board members to continue to be on the board so the experienced board members have been very crucial for us. Lastly, we do feel it is going to come across in a negative manner to state to individuals who want to be involved in our organization that they can no longer be on the board. This is something we feel NEWH Inc should revisit and reconsider.

Staff Note: The policy has been in place and has been addressed with other boards, including the Washington DC chapter, throughout the years who have found themselves in this same position. This item will be further discussed in the breakout session 'NEWH Brain Trust.' NEWH truly appreciates those who have served

on the board for many years who have helped make NEWH the great, strong organization we are today. We want to be sure we are taking advantage of the knowledge and history we have in our long-time volunteers who have put in countless hours serving in their board positions.

ADDENDA

MOTION TO APPROVE MINUTES

Date: November 7, 2015

Motion Number: 1

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

Motion seconded by: _____

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

MOTION FOR REDEFINING NEWH AMBASSADOR POSITION

Date: November 7, 2015

Motion Number: 2

I, Trisha Poole, move the redefine the position of NEWH Ambassador.

1. There will be four (4) Ambassadors, and they will be drawn from the NEWH Corporate Partners
2. The term of an Ambassador will be two years.
3. The Ambassadors will attend all NEWH, Inc. Board Meetings (three annually).
4. An Ambassador will create goodwill on behalf of NEWH in their travels.
5. Report to the board how they see business and any other items that are relevant to NEWH.

Motion seconded by: _____

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

MOTION FOR ESTABLISHING THE POSITION OF MEDIA ASSOCIATES

Date: November 7, 2015

Motion Number: 3

I, Trisha Poole, move to establish the position of Media Advisor.

1. A Media Associate is a person working for a media/tradeshaw company, who is also an NEWH Corporate Partner.
2. There will be no term limits on this position.
3. The Media Associate will attend all NEWH, Inc. Board Meetings (three annually).
4. They will advance and support NEWH's mission and activities through their various media outlets.
5. A Media Associate will create goodwill on behalf of NEWH in their travels.
6. They will report to the board how they see business and any other items that are relevant to NEWH.

Motion seconded by: _____

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

MOTION FOR TO APPOINT 2016 – 2017 NEWH AMBASSADORS

Date: November 7, 2015

Motion Number: 4

I, Julia Marks, move that the Board of Directors appoint Elizabeth Moore – Masland Hospitality; Mike Smith – Milliken; and Jordan McInturf – Shelby Williams to the newly created positions of NEWH Ambassador.

Motion seconded by: _____

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

MOTION FOR ADJOURMENT

Date: November 7, 2015

Motion Number: 5

I, _____, move the meeting be adjourned.

Motion seconded by: _____

VOTE COUNT:

YEA: _____ NAY: _____ ABSTENTION: _____

STATUS OF MOTION:

Carried: Defeated:

NEWH SCHOLARSHIP SCHOOLS

Academy of Art University	10,500.00	Cheyney University	2,000.00
Albuquerque Technical Vocational Institute	1,000.00	Cincinnati State Technical & Community College	250.00
Alexandria Technical College	1,500.00	Clarkson University	2,000.00
Algonquin College	5,500.00	Clover Park Technical College	2,463.64
American College for the Applied Arts	22,850.00	College of Coastal Georgia	2,165.00
American College of Business	7,000.00	College of DuPage	1,000.00
American Intercontinental University	9,500.00	College of Southern Nevada	37,254.92
Anne Arundel Community College	3,000.00	Colorado Institute of Art	1,400.00
Arapahoe Community College	2,500.00	Colorado State University	55,400.00
Arizona Culinary Institute	500.00	Columbia College	19,000.00
Arizona State University	10,350.00	Contra Costa College	6,000.00
Art Center College of Design	28,050.00	Corcoran College of Art & Design	6,000.00
Atlanta Intercontinental University	2,000.00	Cornell University	82,500.00
Atlantic Cape Community College	2,000.00	Cornish School of Arts	9,500.00
Auburn University	7,000.00	Culinary Institute of America	46,000.00
Austin Community College	2,000.00	Culinary Institute of St. Louis At Hickey College	2,000.00
Baker College	3,000.00	Dakota County Technical College	3,500.00
Baylor University	3,000.00	Delaware School of Hotel Management	2,000.00
Bellevue College	4,500.00	DePaul University	3,500.00
Bellevue Community College	1,000.00	Design Institute of San Diego	12,250.00
Berkeley College	1,500.00	Drexel University	37,000.00
Berry College	\$9,000.00	East Carolina University	5,000.00
Boston University	6,500.00	East Los Angeles College	2,000.00
Brenau University	3,000.00	Eastern Michigan University	3,500.00
Brigham Young University	2,000.00	ECPI University	4,000.00
Brooks College	10,000.00	El Centro College	20,000.00
Brown College	3,000.00	Endicott College	2,000.00
Buffalo State College	9,000.00	Everest University	500.00
California College of the Arts	1,000.00	Fairleigh Dickenson University	8,000.00
California School of Culinary Arts	10,000.00	Fanshawe College	4,000.00
California State Polytechnic University - Pomona	177,250.00	Fashion Institute of Design & Merchandising	18,200.00
California State Polytechnic University-San Luis O	2,000.00	Fashion Institute of Technology	43,000.00
California State University-Long Beach	66,500.00	Florida Atlantic University	1,000.00
California State University-Northridge	18,000.00	Florida Culinary Institute	1,000.00
Canisius College	4,500.00	Florida International University	51,000.00
Central New Mexico Community College	3,500.00	Florida State University	72,750.00
Central Washington University	1,000.00		
Chattahoochee Technical College	1,000.00		

Fox Valley Technical College	2,000.00
Fullerton Community College	1,000.00
Georgia Institute of Technology	4,350.00
Georgia Southern University	36,415.00
Georgia State University	16,000.00
Georgian College	8,000.00
Glendale Community College	2,350.00
Gnomon School of Visual Effects	1,250.00
Golden Gate University	2,500.00
Gwinnett Technical College	2,765.00
Harrington College of Design	59,750.00
High Point University	2,500.00
Horry Georgetown Technical College	750.00
Houston Community College	6,000.00
Hudson County Community College/Culinary Arts	3,500.00
Humber College	10,000.00
Illinois Institute of Art - Schaumburg	9,000.00
Illinois Institute of Art-Chicago	9,000.00
Illinois State University	5,000.00
Indiana State University	5,000.00
Interior Designers Institute	27,600.00
International Academy of Design & Technology	47,500.00
International Academy of Merchandising/Design	5,000.00
International College of Hospitality	2,000.00
Iowa State University	3,500.00
ITT Technical Institute	5,000.00
Ivy Tech State College	3,000.00
Johnson & Wales University	17,650.00
Kansas State University	9,700.00
Kendall College	36,000.00
Kent State University	3,000.00
Kingwood College	1,500.00
Kwantlen Polytechnic University	11,000.00
L'Academie de Cuisine	22,300.00
Lake Washington Technical College	1,000.00
Le Cordon Bleu College of Culinary Arts	55,500.00
Lexington College	6,500.00
Lincoln College of New England	2,000.00
Lincoln College of Technology	500.00
Lincoln Culinary Institute	4,500.00
Long Beach City College	6,850.00
Los Angeles Trade-Tech College	13,500.00
Louisiana State University	15,750.00
Lynn University	2,500.00
Marriott Hospitality Charter	1,800.00
Maryland Institute College of Art	5,500.00
Marymount College	11,500.00

Marymount University	22,000.00
Mercyhurst College	14,500.00
Mesa Community College	250.00
Metropolitan State College of Denver	4,400.00
Miami Dade College	5,000.00
Miami International University of Art & Design	9,000.00
Miami University	8,000.00
Michigan State University	6,000.00
Misc.	23,800.00
Monroe College	5,000.00
Monroe Community College	20,500.00
Montgomery College	53,800.00
Moore College of Art & Design	1,500.00
Morgan State University	7,000.00
Mount Ida College	1,000.00
Mount Royal University	2,500.00
Mt. San Antonio College	1,600.00
NCIDQ	3,125.00
Nesbitt College of Design Arts	2,000.00
New England Culinary Institute	500.00
New England Institute of Technology	1,000.00
New England School of Art & Design	4,750.00
New Mexico State University	3,800.00
New School of Architecture	1,000.00
New York City College of Technology	15,000.00
New York Institute of Technology	31,000.00
New York School of Interior Design	34,000.00
New York University	49,500.00
Niagara College	4,500.00
Niagara University	24,500.00
North Dakota State University	4,500.00
Northern Arizona University	62,800.00
Northern Virginia Community College	8,600.00
Norwalk Community Technical College	4,000.00
Oklahoma State University	10,000.00
Old Dominion University	1,500.00
Orange Coast College	12,500.00
Orlando Culinary Academy	2,000.00
Otis College of Art & Design	13,000.00
Oxnard College	13,000.00
Palm Beach Community College	2,500.00
Paul Smith's College	20,500.00
Pennsylvania College of Technology	2,000.00
Pennsylvania State University	2,000.00
Philadelphia University	5,000.00
Phoenix College	1,000.00
Pikes Peak Community College	4,000.00

Pima Community College	1,000.00
Pratt Institute	12,500.00
Purdue University	13,500.00
Radford University	1,500.00
Ravensbourne	1,500.00
Rhode Island School of Design	6,650.00
Ringling School of Art and Design	17,750.00
Rochester Institute of Technology	17,000.00
Rockland Community College	2,000.00
Rocky Mountain College of Art & Design	2,500.00
Roosevelt University-Manfred Steinfeld School	5,000.00
Rosen College of Hospitality Management	4,500.00
Royal College of Art	30,286.88
Ryerson University	44,500.00
Saddleback College	6,000.00
Sam Houston State University	250.00
San Diego State University	8,000.00
San Francisco State University	16,500.00
San Jacinto College-Central	500.00
Santa Barbara City College	1,000.00
Savannah College of Art and Design	83,910.00
Schenectady County Community College	1,000.00
School of Visual Arts	5,000.00
Scott Community College	2,000.00
Scottsdale Community College	19,300.00
Seattle Central Community College	3,000.00
Seattle Culinary Academy	1,500.00
Seattle Pacific University	2,400.00
Seattle Pacific University	2,000.00
Seminole State College of Florida	4,750.00
Sheridan College	4,500.00
South Puget Sound Community College	1,500.00
Southern California Institute of Architecture	69,000.00
Southern College of Technology	1,000.00
Southern New Hampshire University	3,000.00
Southern Utah University	2,000.00
Southwest Texas State University	500.00
Southwest University of Visual Arts	2,300.00
St. John's University	5,000.00
St. Louis Community College	3,000.00
St. Phillip's College	1,000.00
State University of New York At Cobleskill	4,000.00
State University of New York At Morrisville	12,500.00
Stephen F. Austin State University	6,500.00
Stratford University	2,000.00
Suffolk University	5,000.00
Swiss Hospitality Institute	2,000.00

Syracuse University	14,000.00
Teikyo Post University	2,000.00
Temple University	5,000.00
Texas Christian University	54,550.00
Texas State Technical College	1,500.00
Texas Tech University	5,000.00
The Art Center Design College	1,500.00
The Art Institute of Atlanta	28,400.00
The Art Institute of California - Hollywood	5,000.00
The Art Institute of California-Los Angeles	23,500.00
The Art Institute of California-Orange County	3,000.00
The Art Institute of Colorado	10,000.00
The Art Institute of Dallas	52,800.00
The Art Institute of Fort Lauderdale	6,000.00
The Art Institute of Houston	41,000.00
The Art Institute of Las Vegas	104,000.00
The Art Institute of Portland	5,500.00
The Art Institute of Seattle	17,100.00
The Art Institute of Tampa	1,500.00
The Catholic University of America	10,000.00
The Chef's Academy	3,000.00
The City College of New York	4,000.00
The Culinary Institute of America	12,500.00
The Fifteen Foundation	2,500.00
The George Washington University	89,300.00
The University of New Mexico	1,000.00
Triton College	1,573.74
University of Alabama	1,250.00
University of Arizona	1,000.00
University of Arkansas	200.00
University of California - Berkeley	2,000.00
University of California - Davis	3,000.00
University of California - Los Angeles	67,653.00
University of Central Florida	15,000.00
University of Central Oklahoma	4,000.00
University of Cincinnati	56,000.00
University of Delaware	3,000.00
University of Denver	8,000.00
University of Florida	64,000.00
University of Georgia	62,045.00
University of Guelph	12,513.00
University of Houston	51,500.00
University of Illinois - Chicago	500.00
University of Kansas	1,200.00
University of Kentucky	9,500.00
University of Manitoba	5,000.00
University of Maryland	13,000.00

University of Massachusetts	4,500.00
University of Memphis	5,750.00
University of Minnesota	14,500.00
University of Missouri	9,000.00
University of Nevada - Las Vegas	174,650.00
University of New Hampshire	2,750.00
University of New Haven	3,000.00
University of North Carolina at Greensboro	2,500.00
University of North Texas	97,250.00
University of Oklahoma	7,700.00
University of Phoenix	1,500.00
University of San Diego	295.00
University of San Francisco	4,000.00
University of South Carolina - Columbia	750.00
University of Southern California	19,000.00
University of Tennessee - Chattanooga	13,665.00
University of Tennessee - Knoxville	6,750.00
University of Texas at Arlington	21,300.00

University of Texas at Austin	4,500.00
University of Texas at San Antonio	4,500.00
University of Utah	500.00
University of Washington	2,000.00
University of Waterloo	2,000.00
University of Wisconsin - Stevens Point	4,000.00
University of Wisconsin - Stout	5,500.00
Utah State University	9,000.00
Virginia Commonwealth University	9,500.00
Virginia Polytechnic Institute	25,000.00
Virginia State University	12,000.00
Washington State University	8,500.00
Watkins College of Art & Design	2,500.00
Wentworth Institute	7,150.00
Western Illinois University	3,000.00
Widener University	16,500.00
Woodbury University	32,500.00

NEWH

presents

Art Mélange

AN INTERNATIONAL ART AND DESIGN EVENT

at the International Polo Club Palm Beach on March 20, 2016



**A full day charity event
benefitting the NEWH
scholarship & education
programs**

SUMPTUOUS BRUNCH BY AARON'S
CATERING OF THE PALM BEACHES

POLO MATCH with the world's greatest
international high goal polo players

SILENT AUCTION and LIVE AUCTION
featuring iconic art pieces created by
celebrities, architects, musicians and
designers

POLO AFTER PARTY

NEWH is *the* hospitality industry network, providing scholarships, education, leadership development, professional recognition of excellence and business development opportunities. Since 1981, NEWH scholarship candidates pursuing hospitality careers in design, culinary arts and hotel management have been the beneficiaries of more than \$3.8 million for scholarships made possible through volunteer fund-raising initiatives at the local, national and international level.

**Mark your calendar now and join us for this gallery-inspired day of polo,
epicurean delight, champagne, art, design and music.**

For sponsorship information and artist contributions to the event, please contact either
Cindy Guthrie at 561-248-7240, Cindy@GuthrieAssociates.com
Fernando Diaz at 818-989-2256, Fernando@FernandoDiazInteriors.com.

Art Mélange

by NEWH

Dear Vendor Sponsor,

We are delighted to announce Art Mélange, an International Art and Design event, which will bring together an extraordinary selection of world-renowned artists, designers, musicians and celebrities to benefit NEWH. The event will be held at the Pavilion of International Polo Club Palm Beach on March 20, 2016 and we hope that you will join us as a participating sponsor.

Art Mélange will be a full day charity event which we hope will lead into the inaugural NEWH/South Florida Chapter Regional Trade Show March 22, 2016, date is tentative. This event will commence with a sumptuous and elegant brunch, a polo match with the world's greatest international high goal polo players, an opportunity to participate in a silent, then a live auction from which iconic art pieces including watercolors, acrylics, photography, mixed media and sculptures created by celebrities, architects, musicians and designers, will be auctioned off, all benefitting the NEWH scholarship & education programs. To finish out the day's event will be our NEWH Polo After Party with entertainment to excite!

NEWH is the hospitality industry network, providing scholarships, education, leadership development, professional recognition of excellence and business development opportunities. Since 1981, NEWH scholarship candidates pursuing hospitality careers in design, culinary arts and hotel management have been the beneficiaries of more than \$3.8 million for scholarships made possible through volunteer fund-raising initiatives at the local, national and international level. Additionally, the not-for-profit organization publishes a quarterly magazine, stages regional trade shows in eight markets in the U.S. and a myriad of other events to support our membership and industry.

Join us for this gallery-inspired day of polo, epicurean delight, champagne, art, design and music.

For sponsorship information and artist contributions to the event, please contact either Cindy Guthrie at 561-248-7240 or Cindy@GuthrieAssociates.com or Fernando Diaz at 818-989-2256 Fernando@FernandoDiazInteriors.com.

Sincerely,

Fernando Diaz

Fernando Diaz
VP/Finance, NEWH, Inc.
Fernando Diaz & Associates, Principal

Cynthia A. Guthrie

Cindy Guthrie
VP/Development, NEWH, Inc.
Guthrie and Associates, Inc., President

Art Mèlange Sponsorship Agreement

Sponsoring Company: _____
Please submit with proper capitalization and spacing, EXACTLY as it should appear on all published event materials.

Sponsor Representative: _____ Title: _____

Phone: _____ Fax: _____

Cell: _____ Email Address: _____

Mailing Address: _____

City: _____ State: _____ Postal Code: _____ Country: _____

Website: _____

Alternate Sponsor Representative: _____ Title: _____

Phone: _____ Fax: _____

Email Address: _____

Sponsorship Signed Agreement due by December 1, 2015	IMPORTANT DATES Sponsor Logo & Marketing due by December 15, 2016	Sponsorship Payment due by January 15, 2016
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Please check your level of sponsorship

- | | |
|--|--|
| <input type="checkbox"/> Presenting Sponsor - \$25,000 | <input type="checkbox"/> Chagall (Entertainment) Sponsor - \$3,000 |
| <input type="checkbox"/> Van Gogh Sponsor - \$15,000 | <input type="checkbox"/> Monet Sponsor - \$2,000 |
| <input type="checkbox"/> Da Vinci Sponsor - \$7,500 | <input type="checkbox"/> Warhol (Table) Sponsor - \$2,000 |
| <input type="checkbox"/> Picasso Sponsor - \$5,000 | <input type="checkbox"/> Dali Sponsor - \$1,000 |
| <input type="checkbox"/> Goya (Bar/Beverage) Sponsor - \$3,000 | <input type="checkbox"/> Friends of NEWH Sponsor - \$500 |
| <input type="checkbox"/> Degas (Catering) Sponsor - \$3,000 | |

I, the undersigned, as a representative of the sponsoring company listed above, authorize NEWH Inc to use the company name, logo, photos, on documents, signage, and advertisements, related to the Art Mèlange 2016 event. I also understand that by signing this form, I agree payment for the event listed above will be made. I, the undersigned authorize NEWH Inc. to use event photos for further NEWH promotions.

Payment for sponsorship is due as indicated above. I understand that failure to submit payment in full by the above referenced date (January 15, 2016) will result in the company's name being excluded from event materials.

 Sponsor Representative Name (printed) _____
 Sponsor Representative (Signature/Date)

SUBMISSION OF MATERIALS: *All materials will be submitted (prospective - future action) in accordance with specifications of NEWH Inc. or its representative. Failure to submit in accordance with these specs may result in production charges. Materials provided after will not be used.*

GOVERNING LAW: *This agreement will be governed by and construed in accordance with the laws of the Wisconsin.*

ENTIRE AGREEMENT: *This Agreement and any and all exhibits (prospective - future action) and attachments are the complete and exclusive agreement between the parties with respect to the subject matter hereof, superseding and replacing any and all prior agreements, communications, and understandings, both written and oral, regarding such subject matter. Pricing will be governed by NEWH. Sponsor and Vendor Kit, whether printed on paper or electronically. The terms and conditions of this Agreement will prevail over any contrary or inconsistent terms. This Agreement may only be modified, or any rights under it waived, by a written document executed by both parties.*

Arizona - Atlanta - Philadelphia|Atlantic City - Chicago - Dallas - Houston - Las Vegas - Los Angeles Founding Chapter - New York - North Central - Northwest - Rocky Mountain - San Francisco Bay Area - South Florida- Sunshine - Toronto - United Kingdom - Washington DC Metropolitan *Regional Groups:* New England - North Carolina - Pittsburgh - Orange County - Vancouver

Thanking NEWH's 2015 Corporate Partners
 Benefactor: DURKAN HOSPITALITY | FABRICUT CONTRACT/S. HARRIS | RH CONTRACT | SIGNATURE | ULSTER
 Patron: AMERICAN LEATHER | CRYPTON FABRICS | DELTA FAUCET COMPANY | HOSPITALITY DESIGN GROUP | HOSPITALITY MEDIA GROUP LLC | HOTEL INTERACTIVE | INSTALLATION SERVICE GROUP | MILLIKEN CARPET/HOSPITALITY | MOEN INCORPORATED | P/KAUFMANN CONTRACT
 Supporting: AMERICAN ATELIER, INC. | ARTERIOS CONTRACT | ASHLEY LIGHTING, INC. | BERNHARDT HOSPITALITY | CONNEAUT/CORTINA LEATHER | ELECTRIC MIRROR | ENDURATEX | FABRIC INNOVATIONS, INC. | KARNDEAN DESIGN/FLOORING | LEXMARK CARPET MILLS | LILY JACK | MANDY LI COLLECTION | MASLAND HOSPITALITY | OW HOSPITALITY | RICHLoom CONTRACT | SEM FIM | SERTA INTERNATIONAL | SÉURA INCORPORATED | SHAFER COMMERCIAL SEATING | SHAW HOSPITALITY GROUP | SHELBY WILLIAMS | SUMMER CLASSICS CONTRACT | TROPITONE FURNITURE COMPANY | VAUGHAN BENZ WALTERS



SAVE THE DATE

FEBRUARY 9 – 11, 2017

NEWH
LEADERSHIP
conference
people & products
LEADING HOSPITALITY

FEBRUARY 9 – 11
DENVER, COLORADO
DENVER MARRIOTT
CITY CENTER
1701 California Street
Denver, CO 80202
303.297.1300

Mark your calendar now for the biennial NEWH Leadership Conference in Denver, CO Thursday, Friday and Saturday, February 9 – 11, 2017 at the Marriott City Center.

The 2017 Leadership Conference begins Thursday, with a product showcase featuring the newest product innovations and services being 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!

“

You don't climb mountains without a team, you don't climb mountains without being fit, you don't climb mountains without being prepared and you don't climb mountains without balancing the risks and rewards. And you never climb a mountain on accident — it has to be intentional.

”

— MARK UDALL, former US Senator
from Colorado



FOR MORE INFORMATION VISIT OUR WEBSITE AT WWW.NEWH.ORG

or contact Jena Seibel, NEWH, Inc.

email: leadership.conference@newh.org Questions, call: 800.593.6394



FEBRUARY 9 - 11, 2017
DENVER MARRIOTT
CITY CENTER
DENVER, CO

NEWH is bringing the hospitality industry together again. The 2017 NEWH Leadership Conference is an international event including hospitality professionals from the US, UK and Canada. This interactive conference 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.

Conference Sponsorship Levels and Benefits (Friday & Saturday)

	PRESIDENT'S DINNER \$40,000 1 major sponsor @ 10K and 6 sub-sponsors @ 5K	OWNERS ROUNDTABLE \$15,000 1 AVAILABLE + Mfg. Partner \$7500	KICK-OFF KEYNOTE \$15,000 1 AVAILABLE + Mfg. Partner \$4000	SATURDAY KEYNOTE \$10,000 1 AVAILABLE + Mfg. Partner \$4000	VIP RECEPTION \$15,000 3 AVAILABLE	FRIDAY SCHOLARS LUNCHEON \$10,000 2 AVAILABLE	MFG PARTNER	SESSION SPONSOR \$4,000 8 AVAILABLE	SATURDAY LUNCHEON SPONSORSHIP \$2,500 3 AVAILABLE	BREAKFAST SPONSORSHIP \$2,000 5 AVAILABLE	COFFEE BREAK SPONSOR \$5,000 1 AVAILABLE	STREAMING SPONSOR \$3,000 1 AVAILABLE	INTERVIEW SPONSOR \$3,000 1 AVAILABLE	CLOSING EVENT \$5,000 5 AVAILABLE
CONFERENCE PASSES (\$395 VALUE)	2/1	5/2	5/1	4/1	5	4		2	1	1	2	1	1	2
SPONSOR BANNER	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
SESSION SIGNAGE	YES	YES	YES	YES	YES	YES	YES	YES						YES
LOGO ON STREAMING VIDEO												YES		
LOGO ON INTERVIEW VIDEO													YES	
STEP & REPEAT					YES									YES
RECOGNITION VIDEO/SLIDESHOW	YES (3/1)	YES (3)	YES (3)	YES (2)	YES (3)		YES (1)	YES (1)			YES (1)			
ONE MINUTE VIDEO						YES								
INTRODUCE KEYNOTE SPEAKER			YES	YES										
INTRODUCE KEYNOTE SPONSOR							YES							
RESERVED SEATING AT SPONSORED EVENT			YES	YES		YES		YES						
TABLE TENTS		YES	YES	YES		YES	YES	YES	YES	YES	YES			
FULL PAGE AD IN PROGRAM	YES (MAIN SPONSOR)	YES	YES	YES	YES	YES								
HALF PAGE AD IN PROGRAM	YES (SUB SPONSORS)	YES (MFG. PARTNER)									YES			YES
QUARTER PAGE AD IN PROGRAM							YES	YES	YES	YES		YES	YES	
EXCLUSIVE NETWORKING AT VIP FOR FIRST HOUR					YES									
INTRODUCE SESSION SPEAKER								YES						
WEBSITE VERBIAGE	75 WORDS	75 WORDS	75 WORDS	50 WORDS	50 WORDS	50 WORDS	20 WORDS	30 WORDS	20 WORDS	20 WORDS	30 WORDS	20 WORDS	30 WORDS	30 WORDS



FEBRUARY 9 - 11, 2017
DENVER MARRIOTT CITY CENTER
DENVER, CO

Product Showcase Sponsorship Levels and Benefits (Thursday)

**Ask us about
the special Concierge
Sponsorships**

**FOR MORE INFORMATION VISIT
OUR WEBSITE AT WWW.NEWH.ORG**
or contact Jena Seibel, NEWH, Inc.
email: leadership.conference@newh.org
Questions, call: 800.593.6394

	PIKES PEAK \$2,500	ASPEN \$1,500	VAIL \$750	BRECKENRIDGE \$450
CONFERENCE PASSES (\$395 VALUE)	1	1	0	0
LC SPONSOR BANNER	YES	YES	YES	YES
PRODUCT SHOWCASE SIGNAGE	YES	YES	YES	YES
LISTING ON SPONSOR PAGE ON NEWH WEBSITE	YES	YES	YES	YES
PRIORITY PLACEMENT IN PRODUCT SHOWCASE	YES	YES		
LISTED ON ALL MAILED AND EMAILED LC COLLATERAL	YES	YES	YES	
PRODUCT IMAGE ON PRODUCT SHOWCASE COLLATERAL	YES			
QUARTER PAGE AD IN LEADERSHIP PROGRAM	YES			
QUARTER PAGE AD IN PRODUCT SHOWCASE SECTION OF PROGRAM		YES		
COMPANY NAME LISTED ON THANK YOU PAGE IN LC PROGRAM	YES	YES	YES	YES
WEBSITE VERBIAGE	20 WORDS	10 WORDS	0	0

Name: _____
 Company: _____ Title/Position: _____
 Address: _____ City, State Zip: _____
 Phone: _____ Fax: _____
 Email: _____ Website: _____
 NEWH Member? Yes No Chapter/Region: _____

- | | | | |
|--|----------|--|----------|
| <input type="checkbox"/> PRESIDENT'S DINNER | \$40,000 | <input type="checkbox"/> SATURDAY LUNCHEON | \$ 2,500 |
| <input type="checkbox"/> OWNERS' ROUNDTABLE | \$15,000 | <input type="checkbox"/> BREAKFAST | \$ 2,000 |
| <input type="checkbox"/> KICK-OFF KEYNOTE | \$15,000 | <input type="checkbox"/> COFFEE BREAK | \$ 5,000 |
| <input type="checkbox"/> SATURDAY KEYNOTE | \$10,000 | <input type="checkbox"/> STREAMING SPONSOR | \$ 3,000 |
| <input type="checkbox"/> VIP RECEPTION | \$15,000 | <input type="checkbox"/> INTERVIEW SPONSOR | \$ 3,000 |
| <input type="checkbox"/> FRIDAY SCHOLARS LUNCHEON | \$10,000 | <input type="checkbox"/> CLOSING EVENT | \$ 5,000 |
| <input type="checkbox"/> MFG PARTNER Owners Roundtable | \$ 7,500 | | |
| <input type="checkbox"/> MFG PARTNER Kick off Keynote | \$ 4,000 | <input type="checkbox"/> PIKES PEAK | \$ 2,500 |
| <input type="checkbox"/> MFG PARTNER Saturday Keynote | \$ 4,000 | <input type="checkbox"/> ASPEN | \$ 1,500 |
| <input type="checkbox"/> SESSION SPONSOR | \$ 4,000 | <input type="checkbox"/> VAIL | \$ 750 |
| <input type="checkbox"/> SATURDAY LUNCHEON | \$ 2,500 | <input type="checkbox"/> BRECKENRIDGE | \$ 450 |

I, the undersigned, authorize NEWH, Inc. to use the above company name, logo, and photos on documents, signage, and advertisements related to the "Climb On" NEWH 2017 Leadership Conference event and other NEWH promotion. I also understand that by signing this form, I agree to ensure the payment for the event listed above will be made.

Payment for sponsorship: 50% due with signed Agreement and final 50% due January 1, 2017. I understand that failure to submit payment as outlined will result in the company's name being excluded from event material.

SPONSOR REPRESENTATIVE NAME (PRINTED)

SPONSOR REPRESENTATIVE (SIGNATURE/DATE)

Submission of Materials: Please submit logo in EPS/vector format to leadership.conference@newh.org upon signing this agreement for use in event marketing materials.

Entire Agreement: This Agreement and any exhibits (prospective-future action) and attachments are the complete agreement between the parties with respect to the subject matter hereof, superseding and replacing any and all prior agreements, communications, and understandings, both written and oral, regarding such subject matter. Pricing will be governed by NEWH, Inc., whether printed on paper or electronically. The Terms and Conditions of this Agreement will prevail over any contrary or inconsistent terms. This Agreement may only be modified, or any rights under it waived, by a written document executed by both parties.

DECLARATION OF INTENT/CANDIDACY

Your Name: Brittany H. Johnson, CID

Your Chapter: North Central

I am interested in assuming the responsibility for the following position on the NEWH, Inc. Executive Committee.

Secretary



VP/Finance



VP/Scholarship – motion to stay another term

VP/Education – motion to stay another term

VP/Development – motion to stay another term

VP/IR-United Kingdom - non-elected position

VP/ IR-Canada - non-elected position

If elected to the above position for which I stated interest, I agree to attend a minimum of two (2) Board Meetings per year, attend the 2 strategic planning meetings and participate in the twice monthly teleconference calls as required. I agree to perform the all tasks associated with the position and to sign the NEWH Conflict of Interest/Disclosure Statement.

signature: 

date: 9/26/2015



To: NEWH Nominating Committee
c/o NEWH, Inc. Office

From: **Brittany H. Johnson, CID**

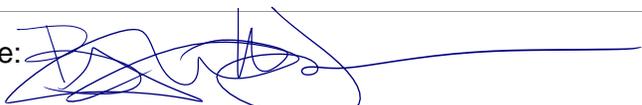
Position: **Secretary**

I hereby indicate my interest in the above position on the NEWH, Inc. Executive Committee. Below is the approach that I would take in fulfilling the position.

Statement: **These past 6 months filling the role of secretary have been incredibly rewarding. I care deeply for NEWH and want to keep seeing it grow and flourish at all levels.**

I plan on being a timely and responsible secretary. Attendance will be key to bi-weekly calls as well as to Executive Committee meetings. I will take notes accurately and send them out the committee in a timely manner. I will also continue to be a different and (hopefully) creative perspective in the decision making body of NEWH EC. I appreciate the dedication of the executive committee and want to continue to spend my volunteer efforts with them.

Thank you!

Signature:  **9/26/2015**

**THIS FORM MUST BE RECEIVED AT THE NEWH, INC. OFFICE
NO LATER THAN SATURDAY, October 2, 2015**

FAX # 800.693.6394

This statement will be included in the ballot packet sent to all voting members.

DECLARATION OF INTENT/CANDIDACY

Your Name: FERNANDO DIAZ, ASID, CID

Your Chapter: LOS ANGELES FOUNDING CHAPTER

I am interested in assuming the responsibility for the following position on the NEWH, Inc. Executive Committee.

Secretary

VP/Finance

VP/Scholarship – motion to stay another term

VP/Education – motion to stay another term

VP/Development – motion to stay another term

VP/IR-United Kingdom - non-elected position

VP/ IR-Canada - non-elected position

If elected to the above position for which I stated interest, I agree to attend a minimum of two (2) Board Meetings per year, attend the 2 strategic planning meetings, and participate in the twice monthly teleconference calls as required. I agree to perform the all tasks associated with the position and to sign the NEWH Conflict of Interest/Disclosure Statement.

signature: *Fernando Diaz*

date: 9/13/2015

To: NEWH Nominating Committee
c/o NEWH, Inc. Office

From:

Position:

I hereby indicate my interest in the above position on the NEWH, Inc. Executive Committee. Below is the approach that I would take in fulfilling the position.

Statement:

I will continue to keep & maintain, or cause to be kept and maintained, adequate and current books and records of the properties and business transactions of NEWH, Inc. and its chapters, including accounts of its assets, liabilities, receipts, disbursements, gains, losses, capital, retained earnings and other matters customarily included in financial statements.

I will continue to co-produce NEWH's signature event Art Mélange scheduled for March 20, 2016.

Fernando Diaz

THIS FORM MUST BE RECEIVED AT THE NEWH, INC. OFFICE
NO LATER THAN SATURDAY, October 2, 2015

FAX # 800.693.6394

This statement will be included in the ballot packet sent to all voting members.

BALLOT

2016 – 2017 NEWH Executive Committee

SECRETARY

Brittany Johnson

VICE PRESIDENT/FINANCE

Fernando Diaz

These positions were motioned to remain in the same position for one additional term.

VICE PRESIDENT/SCHOLARSHIP

Andrea Thomas

VICE PRESIDENT/EDUCATION

Christine Wasmer

VICE PRESIDENT/DEVELOPMENT

Cynthia Guthrie

VICE PRESIDENT/INTERNATIONAL RELATIONS - CANADA

Christine Tucker – automatic position

VICE PRESIDENT/INTERNATIONAL RELATIONS– UNITED KINGDOM

Rebekah Ellis – automatic position

You will be asked to turn your ballots in to the NEWH, Inc. Executive Director at the Board of Directors Meeting on Saturday, November 7. Those board members who will not be in attendance, please mark your ballot, sign your name to the ballot and fax to the NEWH, Inc. Office at 800.693.NEWH or email to info@newh.org **NO LATER THAN 5:00 pm CDT on Monday, November 2**. All ballots received after that date and time will not be considered.

NEWH/INDUSTRY CALENDAR

2015	
7-Nov	NEWH, Inc. Board of Directors Meeting
7-8 Nov	NEWH EC Strategic Wrap-up
8-9 Nov	BDNY
8-10 Nov	IHM&R Show
9-Nov	Gold Key Awards
10-Nov	Platinum Circle
14-17 Nov	HOTEC EUROPE
15-17 Nov	BITAC® Owners Event
18-20 Nov	Greenbuild
25-26 Nov	Sleep 2015
2-3 Dec	IIDEX
2016	
22-Jan	NEWH, Inc. Board of Directors Mtg. 8:30 am - 1:00 pm
22-Jan	NEWH Regional Tradeshow-Atlanta
Jan	BLLA Executive Women's Conference
16-19 Jan	Domotex
22-Jan	Surfaces
24-28 Jan	Las Vegas Market
25-27 Jan	ALIS
31-Jan-2 Feb	BITAC® Food & Beverage
5-Feb	NEWH Regional Tradeshow-Houston
16-18 Feb	Boutique Design Winter Forum
24-26 Feb	HD Summit
6-8 Mar	BITAC® Luxury
17-19 Mar	HI Connect
22-Mar	NEWH Regional Tradeshow - Miami
31 Mar-Apr 1	BD west
Apr	Milliken Experience
16-21 Apr	Highpoint Market
2-May	NEWH Founders Circle
3-May	NEWH, Inc. Board of Directors Meeting
4-6 May	HD Expo
15-17 May	BITAC® Tech & Operations
21-24 May	NRA Show
Jun	HD NextGen
Jun	Boutique Design Hospitality Match
Jun	NYU Conference
3-Jun	Boutique Hotel Investment Conference
13-16 Jun	HOTEC DESIGN
13-15 Jun	NeoCon
Jul	Boutique Design Summer Forum
17-19 Jul	BITAC® Purchasing & Design
31 Jul - 4 Aug	Las Vegas Market
Sep	Boutique Lifestyle Leadership Symposium
Sep	Boutique Design Fall Forum
Mar	NEWH Regional Tradeshow-Washington DC
27-30 Sep	The Lodging Conference
Oct	NEWH Regional Tradeshow-Dallas
Oct	Design Americas
15-20 Oct	Highpoint Market

5-Nov	NEWH, Inc. Board of Directors Meeting
5-6 Nov	NEWH EC Strategic Wrap-up
6-8 Nov	HX: the Hotel Experience
6-7 Nov	BDNY
Nov	Gold Key Awards
Nov	Platinum Circle Awards
2-3 Nov	NeoCon East
Dec	IIDEX
2017	
Jan	ALIS
Jan	NEWH Regional Tradeshow-Hawaii
Jan	Surfaces
Jan	BLLA Executive Women's Conference
22-26 Jan	Las Vegas Market
Feb	NEWH, Inc. Board of Directors Meeting
Feb	NEWH Leadership Conference/Product Showcase Denver
Feb	Boutique Design Winter Forum
Mar	NEWH Regional Tradeshow-Orlando
Mar	HD Summit
Apr	BDwest
Apr	NEWH Regional Tradeshow-Chicago
22-27 Apr	Highpoint Market
May	NEWH, Inc. Board of Directors Meeting
May	HD Expo
Jun	Boutique Design Hospitality Match
Jun	Boutique Hotel Investment Conference
Jun	HD NextGen
Jun	NRA Show
Jun	NYU Investment Conference
12-14 Jun	NeoCon
Jul	NEWH Regional Tradeshow-San Francisco
Jul	Boutique Design Summer Forum
30 Jul - 3 Aug	Las Vegas Market
Aug	
Sep	Boutique Design Fall Forum
Sep	Design Americas
Sep	NEWH Regional Tradeshow-Seattle
Sep	Boutique Lifestyle Leadership Symposium
Oct	NEWH Regional Tradeshow-Minneapolis
14-19 Oct	Highpoint Market
Nov	NEWH, Inc. Board of Directors Meeting
Nov	NEWH EC Strategic Wrap-up
Nov	IHMRS
Nov	BDNY
Nov	Gold Key Awards
Nov	Platinum Circle Awards
Dec	IIDEX

NEWH BOARD OF DIRECTORS MOTION FORM

Date: May 11, 2015

Motion Number:

I, _____

Motion seconded by: _____

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

Notes on discussion: