

RMATA, INC
BOARD OF DIRECTORS MEETING
MARCH 13,14, 1997
ALBUQUERQUE, NEW MEXICO

CALL TO ORDER:

Bill Lyons called the RMATA Board of Directors Meeting to order.

ATTENDANCE:

Bill Lyons	Director/President
Scott Linaker	Secretary
Scott Farnsworth	Arizona President/Representative
Robert Tim (for Kelli Lotito)	Colorado Representative
Rich Gerrells	New Mexico President/Representative
David Draper	Utah President/Representative
Bart Peterson	Wyoming President/Representative
Rick Ball	Business Consultant

1.0 RMATA - CURRENT MEETING UPDATE:

The program has undergone a few last minute revisions and the final program is set and will be in the notebooks. Some speakers have begged off and others had to be recruited to make the program solid and respectable.

Students will have a break-out session on Friday afternoon, and will also have their business meeting Friday evening. Saturday evening the students will be holding a "Student Athletic Trainer Olympics" and will have chips and dip and soda.

Exhibitors social will end at 10:30 PM. This is better for the exhibitors so that they will not feel like they are wasting their time when attendee numbers get low near the end of the evening.

Exhibit security has become an issue which need to be addressed and has been acted upon for the first time at this meeting. AKAL Security has been hired at the rate of \$18.00 per hour for 27.5 hours at the total cost of \$522.50. There will be security personnel on duty throughout the entire exhibit time (Friday 12:00 PM until Saturday 3:30 PM).

Entrance into the exhibit area will be by RMATA name badge only.

2.0 RMATA - CURRENT AND FUTURE CONTRACT NEGOTIATIONS:

The contract with the Hyatt was signed in October of 1995, and parameters were based on projections for this year. Specific details were agreed upon and the contract was signed. In retrospect there are some details of the contract which needed to be clarified. The original hotel representative (Sean Perry) has since left and we are now dealing with a different hotel representative (Gary Bitz). Key issues will be dealt with in an appropriate manner and time frame by RMATA Business Consultant.

Specific issues which need be addressed are as follows:

- * guest room pick up cut-off date
- * meeting room rental based on guest room usage

- * room rates
- * changing of meeting rooms
- * changing of meeting room space

The contract was not written the way it needed to be written for us to be protected in the ways that we want to be protected. That gets back to what we have discussed before, and that is to write our own contract and say to the hotels "this is what we want you to sign." We are a long ways away from being able to dictate chapter and verse of contracts to the Hyatt Regency, anywhere. So this is going to be a work in progress.

There are some thing that we might have been able to changed in this contract had we been alert to them. The Hyatt Representative (Gary Bitz) agreed to send Rick a sample of a contract negotiated by a meeting planner for a group that covered a lot of those particular bases that give protection.

One of the things that we have to understand as a group, if you approach a hotel three or four years out, such as the people in Colorado Springs, and the person negotiating with us sees that they are going to have 450 people in this group, we are going to book X number of rooms. The hotel starts tallying that in terms of hotel income, and based on that kind of income it's worth it to the hotel to block these rooms and meeting space until 30 days out. On the other hand, if we tell the hotel we are going to have 200 people and want to block 75 rooms, that proposal (Sheraton Colorado Springs) wouldn't read anything like it reads now. And so we have to appreciate the fact that just as we are trying to make projections that will protect us, the hotel is trying to make projection that will protect them.

When our cut off date is 30 days out and at that point we aren't getting close to 150 rooms or 375 meals, the hotel can't do anything to make up for it. The hotel may have turned away other groups, because they only have 375 rooms in the hotel and they reserved 150 for us, and they may have turned away groups that would have filled another 150 rooms. They had to because they will only book a total of 325 and they have another group in this week end. So we have to be sensitive to that and realize that there is always going to be this back and forth with the hotel.

We have a contract that was signed three years out, and was based upon a projection that there will be X number of bodies in the hotel. The hotel then converts this into Y amount of money. If we had 375 people and 150 rooms filled, the hotel would be happy and we would not be maneuvered around one bit. But when we don't, they are going to do what they can, because in their minds they compute that to a certain amount of money. Where we really are is about \$35,000 short of what they thought they were going to make off of this meeting. And there is no way we can make that up for them, the \$2000 meeting room rental is a throw away. The hotel projected that they would make much, much more off of this meeting.

The other problem is the communication between the hotel representative and our local representative has not been as clear as it needed to be. And we can have the best contract in the world, but if there is not rapid response to inquiry and clear, precise, complete communication between both parties, we are going to run into these problems. From the hotel perspective, everything they send out, they send out Federal Express, so that they have proof of when they sent it. And from the hotel perspective, they sent out inquiries and requests for information which were not responded to. An example is the reference to the direct bill application sent via Federal Express on January 17, 1997. The only person who could have responded to that was the Secretary, and the Secretary never received it, so it was never responded to. And the hotel is wondering what is going on with this group, they set it up for direct bill, we sent them the application, we don't get it back. And every Tuesday the hotel contact person has to sit down with the general manager, the financial department, the auditors, the food and beverage people and answer questions about this group. If they are left up in the air with regard to; where is this group, we want an update, are they really going to book 150 rooms, then they can't really be our advocate. The responsibility for making sure this doesn't happen again will not end with having better contracts. It's going to

carry over to maintaining continuous, clear, open, up-to-date, candid communication with the hotel right up to the day of the meeting. Which may or may not mean going back and looking at the structure we set up.

Our local representative has made numerous telephone contacts (beginning in December 1996) with the hotel representative in an attempt to set up face to face meeting and to respond to the communiqué about the direct bill application. Our local representative was told that there was no problem and just bring the direct bill application when you come. There has also been additional written and telephone contact between the two parties, with the hotel informing our representative that there was no problems.

This problem will be resolved only if the follow up contact is in accordance with what the hotel needs, in order to serve our needs the way we want to have them served. Clear, concise and timely communication between the local representative, the RMATA Business Consultant and the RMATA Secretary is strongly advised for all future hotel negotiations. We need to look very closely at this process of hotel contact and make sure that we are interrelating with them on a continual bases from the time the contract is signed until the meeting is held. This should be in the way in which groups typically do, so that we fit within the frame work of their typical business approach. It is always better to have face to face contact and interaction with the opportunity to visually observe the situation. However, for the time being, we will maintain the practice of having a local contact person to serve as the eyes and ears for the Secretary and Business Consultant and then communicating with them. Rick will then communicate, verbally and/or in writing, with the hotel representative. If this system work, then find. If it does not work then we may need to look into the possibility of hiring a meeting planner or spend the money to have Rick fly in and work out the details on site. We do not need to make the decision now to spend the money to have a professional deal with the hotel. But we do need to have a local representative that is readily assessable and who will quickly respond, to route all hotel communications through Rick's office, so that all communications can be documented in writing and so that we will be as well covered as they think that they are.

It may also be advisable to consult with a meeting planner and have that person review the contracts, looking for things which are not standard industry practice and to advise us on how to protect ourselves against these concerns and eventualities. Rick will consult with a Phoenix based meeting planner to learn what he can with regard to future meeting planning and contracts. It is also noted that Marilyn McGuire, NATA Meeting Planner, may be available to consult as well.

It is becoming more and more difficult to review and scrutinize these contracts, therefore it is advisable to get Rick Ball, RMATA Business Consultant to negotiate the specifics of future contracts. The BOD will continue to select the theme, cities and hotel, and upon Rick's advise will then sign the contract.

3.0 RMATA - MEMBERSHIP REPORT:

The membership report was distributed and discussed with the following points being made:

- * Growth in the district has kept pace with the national trends with Utah and Arizona being two of the fastest growing states in the nation.
- * Comparing this years numbers to last years numbers, last year we showed a slight decrease across the board, whereas this year we show a slight increase across the board.
- * At the national level, with regard to suspended members, there were 1592 over the previous year. However, the national trends over the last three years continue to show slow but steady growth, at a 6-8% rate. The two years prior to this last three year period, we show a decline in membership. Since then membership programs have been established to help combat the declining membership.

* Again at the national level, the net gain in 1994 was 3.9%; in 1995, 7.2%; in 1996, 7.1%. Certified membership was 13,364 in 1994; 14,913 in 1995; 16,246 in 1996. Newly certified members was about 2200 in 1992-93, but since that time the rate has been at about 1300-1400 per year.

(hand out follows)

4.0 RMATA - FINANCIAL REPORT/STATEMENT:

The financial report as of 03-09-97 was distributed and discussed with the following points being made:

* One financial step we took this year was to take \$57,000 and divide it into three equal shares of \$19,000 and put each share into a 30 day CD, a 60 day CD and a 90 day CD. We felt that we were financially to the point where we could comfortably take some money out of savings and our operating budget and try to get a better return on our investments.

* We will continue to evaluate the CD terms and look at the possibility of extending the terms of one or two. For the time being we will keep them short term, as they are more easily liquidated. Also, any interest earned is rolled over back into the respective CD.

* In the future, as we establish a more financially stable situation, we would like to look into higher yielding activities such as mutual funds, etc..

* Miscellaneous income is so high because most of it came from the NATA Political Action Grant.

(hand out follows)

5.0 RMATA - BUDGET FOR 1997-98:

The proposed budget for the fiscal year 1997-98 was distributed and discussed with the following points being made:

* A standard 5% increase was added to most of the line items, with the exception of the scholarship award, which went from \$4500 to \$5000. This was due to the request of the REF to increase the national scholarships from \$1500 to \$2000.

* The President/Director travel has continued to increase at a 5% rate even though it has not been used in the past. Bill felt that at some point in time there might be a Director/President who's school could not help finance this trip to the annual meeting and we would need the budget item.

* The Secretary travel also includes a mid-winter committee meeting in Dallas, as well as the annual and semi-annual meetings. Because of the changes in district officers, the plan is to have the newly elected Secretary accompany the out-going Secretary to this mid-winter committee meeting. This will ease the transition for the newly elected Secretary into the District Secretaries/Treasurers Committee. The NATA pays for rooms and some meals, while the district is responsible for travel and a few meals. So next February, we will be sending two individuals to Dallas for the committee meeting.

Also included in this line item, the newly elected Director/President will be required to attend the February/March NATA Board meeting at the expense of the NATA. However, the newly elected Director/President is allowed and strongly encouraged to attend the December NATA Board meeting, but at the expense of the district. It is very important and valuable, from a historical perspective, for the newly elected

Director/President to attend the December NATA Board meeting.

With regard to this new travel situation for newly elected officers, we will create a line item for Officer Elect-Travel with a \$1500 budget.

* The plan is to have our Accountant, Tom Furrier, attend the meeting in St. George and present to the Board the structure he uses for the accounting process and tax return process. Therefore, accounting fees will be raised by \$1000 to pay for any missed days of work that Tom may incur with attending the meeting. All other expenses will come from the expense account.

* Newsletter costs have increased due to higher quality paper and printing, as well as mailing increase due to increased membership and the fact that we send our newsletter to other District Secretaries and Newsletter Editors, and National office people. PRO Orthopedics still underwrites our newsletter and the new bulk mailing permit has helped to keep costs down.

* Line item budgets will be established for newly created committees and sub-committees and will be reflected in the budget for fiscal 1997-98 (convention program committee, educator recognition sub-committee, honorary member sub-committee, election committee, public relation committee).

MOTION: TO APPROVE THE FISCAL BUDGET FOR 1997-98 AS PRESENTED AND AMENDED TO REFLECT THE ADDITIONS OF NEWLY CREATED COMMITTEES AND SUB-COMMITTEES.

MOTION BY: WY (BART)

SECOND: AZ (SCOTT F)

CARRIED: 6 - 0

(hand out follows)

6.0 RMATA - CONVENTION COMMITTEE AND BUDGET:

As this meeting has continued to grow and expand and the logistics have become more complicated it become apparent that it is time to establish a standing program committee. The philosophy of convention planning as a whole would not change (central theme, etc.), but it would serve us well to have a committee comprised of board appointed members to be responsible for putting together the annual clinical symposium program. Local members would still be involved with program planning, but the addition of other members would ease the burden of the local committee.

We would like to draw speakers from across the district in order to make for a more attractive meeting. This will also allow for the expansion of topics and themes.

We need somebody on this standing committee to make a commitment to see this as their primary responsibility for a period of 4 years and will master the process of written and oral communication with speakers, the board and the local committee. So that there is some consistency of the manner in which the convention committee communicates with people upon whom you want to make an impression. We are a growing association that wants to have influence of various kinds within our district, and outside, and we want to convey a message of professionalism. If we get someone to take this job for 4 years, learns it, masters it and does it well, then we have somebody that is groomed to step in, and we get more consistency and do a better job of conveying that professional impression.

The RMATA Convention Program Committee would be made up of 3 standing members (from 3 different states, appointed by the Board, with term limits), 2 members from the current host state and 1 member from the

immediate future host state. In the first year there would be 2 members from Utah and 1 member from Wyoming and the 3 standing members. In the second year (St. George), we would add a Wyoming member, drop the 2 Utah members and add 1 Colorado member.

Initially, the three standing members would have term limits of 2 years, 3 years and 4 years of a 4 year term limit. Once the term limit is established, each standing member would serve a 4 year term.

The District Secretary would be an ex-officio member of this committee because of the tie in to the financial and meeting coordinator duties. And along with Legal Counsel, will be responsible for contract negotiations with the hotel.

MOTION: TO CREATE AN RMATA CONVENTION PROGRAM COMMITTEE, TO CONSIST OF 3 STANDING MEMBERS FROM 3 DIFFERENT STATES ON ROTATING TERMS OF 4 YEARS, 2 MEMBERS FORM THE CURRENT HOST STATE AND 1 MEMBER FROM THE IMMEDIATE FUTURE HOST STATE.

MOTION BY: UT (DAVID)

SECOND: AZ (SCOTT F)

CARRIED: 5 - 0 (NM ABSENT)

The budget for this 6 member committee would consist of postage, telephone (3 conference telephone calls included) and office (paper, envelopes, copying, etc.. In addition, the following will be paid by the district at the annual meeting: complimentary registration, 3 nights lodging (4 rooms, sharing rooms) and working meals (1 dinner and 1 breakfast).

This committee will meet during the annual meeting from Thursday at 1:00 PM until 12:00 PM on Friday. The remaining time they will spend moderating the clinical sessions. Committee members are responsible for attending the meeting and providing their own travel.

Line item budget is as follows:

*postage 75

*telephone 1200

*office 150

*breakfast 95

*dinner 150

*rooms 1500

total budget = 3170

Possible candidates to serve on this committee:

Mike Nesbitt - standing member

Ken Knight - standing member

Pam Cox - standing member

Dale Mildenerger - Utah Representative

Shane Schulthies - Utah Representative

J'Lynn Slover or Jolene Whitley - Wyoming Representative

Ed Ryan Anita Keetch

Wayne Barger Laurie White

Dave Burton Deb Willardson
Leah Putman

Local Convention Committee would remain intact and would still be responsible for all other aspects of convention planning.

Local Convention Committee:

- * local chair: David Draper
- * hotel coordinator: Ben Davidson
- * gift coordinator: Cynthia Buss
- * registration:
- * badges/notebooks:
- * food/beverage: Ben Davidson
- * board/committee arrangements: Ben Davidson
- * audio/visual:
- * sponsorship:
- * student events/sessions:

As a point of reference, a copy of the past and future dates and history of the annual clinical symposium and business meeting was distributed. With reference to future dates, we will schedule the annual meeting for the fourth week-end in March, as long as it does not conflict with Easter week-end.

7.0 RMATA - 14th ANNUAL CONVENTION BUDGET:

Presented and discussed with the following points being made:

- * A 5% increase was used with most line items, however, brochure mailing was increased based on projected increase in membership. Brochure paper and printing was also increased based on quality of paper used and printing quality.
- * Exhibit security was added to this budget, at a 5% increase over this years cost of \$522.50 (\$18/hour at 27.5 hours).

MOTION: TO APPROVE THE 14TH ANNUAL CONVENTION BUDGET AS PRESENTED AND AMENDED TO REFLECT THE NEWLY CREATED CONVENTION PROGRAM COMMITTEE.

MOTION BY: WY (BART)

SECOND: AZ (SCOTT F)

CARRIED: 6 - 0

(hand out follows)

8.0 RMATA - 14TH ANNUAL CLINICAL SYMPOSIUM PROGRAM PROPOSAL:

David Draper presented a possible theme and some topics for next years program, which will be forwarded on to the Convention Program Committee. A hand out was distributed and discussed with the following points being made:

- * We have committed to beginning at 1:00 PM on Friday afternoon.
- * We must include the Gatorade presentation and the NATA REF presentation in our program.

* The format would be the presentation of "alternative ideas and approaches in athletic training", followed by open discussion.

* The suggestion came up to add the following topics: the dual credentialed athletic trainer, SI joint management, licensure and time management.

* The student athletic trainers session might include: injury rehabilitation utilizing the swimming pool and certification examination preparation.

(hand out follows)

9.0 RMATA - HALL OF FAME COMMITTEE:

The proposal is to change the Hall of Fame Committee to Honors and Awards Committee. The Honors and Awards Committee would then encompass the Hall of Fame Sub-Committee, the Scholarship Sub-Committee, the Educator Recognition Sub-Committee and the Honorary Member Sub-Committee.

Chris White, who has done an excellent job with the Hall of Fame Committee, would become the Chair of this Honors and Awards Committee and would remain the Chair of the Hall of Fame Sub-Committee. And as Chair of the Honors and Awards Committee, he would also oversee the Scholarship Sub-Committee, Educator Recognition Sub-Committee and the Honorary Member Sub-Committee.

Line item budgets would include: postage, paper/printing, telephone and plaques.

Honors and Awards Committee:

Hall of Fame Sub-Committee: 5 members plus chair (1 representative/state)

Scholarship Sub-Committee: 2 members plus chair

Educator Recognition Sub-Committee: 4 members plus chair (2 from high school setting & 2 from university/college setting)

Honorary Member Sub-Committee: 3 members plus chair

The Hall of Fame Sub-Committee will remain intact.

Possible candidates to serve on the other sub-committees would include:

Scholarship Sub-Committee: Rick Mendini (Chair as recommended by Dale Mildenberger), Laurie White, Lonnie Swenson...

Educator Recognition Sub-Committee: Leslie Lynch, Colleen Keenan...

Honorary Member Sub-Committee: Leslie Lynch, Colleen Keenan, Rigo Carbajal, Tim Nelson...

MOTION: CREATE HONORS AND AWARDS COMMITTEE WITH FOUR SUB-COMMITTEES UNDERNEATH IT BEING THE HALL OF FAME, SCHOLARSHIP, EDUCATOR RECOGNITION AND HONORARY MEMBER.

MOTION BY: CO (BOB TIM)

SECOND: NM (RICH)

CARRIED: 6 - 0

10.0 RMATA - CEU AWARDING:

In the past we have distributed a CEU Report of Attendance Form to each attending member on a pro-rated scale. The report of attendance forms have not been made available until the Sunday morning session. We will continue to provide a CEU Report of Attendance on the reverse of the name badges and will list the total possible CEU's which can be acquired for attending each clinical session. However, we will leave a blank space for each individual to fill in the appropriate number of contact hours and CEU's. The CEU provider is not responsible for monitoring and validating the contact hours and CEU's of each member. This is an issue between the member and the NATABOC.

11.0 RMATA - NOMINATIONS AND ELECTIONS:

Four written nominations have been received and two nominations are valid. The two which are not valid have nominated Bill for Director/President and Scott for Secretary. Bill and Scott have satisfied the term limit for each office and are not eligible to run for that office again. (Written nominations follow)

The two valid nominations have nominated Scott Linaker for Director/President and Matt Webber and Bart Peterson for Secretary.

During the business meeting nominations will be taken from the floor and then nominations will be closed during the meeting. Any member nominated, who wishes not to be a candidate, will need to decline the nomination in writing within ten (10) days of the nomination.

The next newsletter will be mailed out around May 1, 1997, which will contain a biography on the candidates for each office.

Ballots will be sent out via first class mail by June 1, 1997 and should be returned postmarked on or before July 1, 1997. Ballots will be returned to the Election Committee. This committee will consist of 1 current board member and 2 at large members, who will be responsible for verifying and counting the election ballots. This committee will also be responsible for the mailing of the official ballot to each member. A mailing list, consisting of certified members only, will be obtained from the NATA.

This committee will consist of Rich Gerrells (board member), Wayne Barger and Steve Scales (at large members).

Members who return a ballot must write their member number on the outside of the return envelope for validation purposes. A certified members list will be obtained from the NATA which will list each member along with their certification number and member number. The Election Committee will check the returned ballots against the member list to verify that the returned ballots are valid.

Bart Peterson will create the official ballot and check on the possibility of using return postage envelopes. Bart will send the ballots to the Election Committee who will then be responsible for mailing out the ballots, and who will then be responsible for collecting the ballots, validating them and counting them. The committee will then report the results to the candidates and the Board by July 20, 1997.

The budget will be as follows: postage = \$640

paper = \$50
expenses = \$175
TOTAL = \$875

MOTION: TO CREATE AN ELECTION COMMITTEE FOR THE UPCOMING ELECTION, WHICH WILL CONSIST OF WAYNE BARGER, STEVE SCALES AND RICH GERRELLS; WITH THE BALLOTS TO BE MAILED OUT BY THAT COMMITTEE BY JUNE 1, 1997 WITH A JULY 1, 1997 RETURN DATE; AND TO FUND THAT COMMITTEE FOR POSTAGE, PAPER AND EXPENSES OF A BUDGETED AMOUNT OF \$875; AND TO AMEND THE FISCAL OPERATING BUDGET BY \$875.

MOTION BY: WY (BART)

SECOND: AZ (SCOTT F)

CARRIED: 6 - 0

The Director/President Elect assumes RMATA President responsibilities at the RMATA annual meeting in St. George, Utah, and assumes NATA Director responsibilities at the NATA annual meeting in Baltimore, Maryland. The Secretary Elect will assume RMATA responsibilities at the RMATA annual meeting in St. George, Utah.

12.0 RMATA - COLORADO 2000 PROPOSALS:

Bob handed out 2 proposals, one from the Hyatt Regency Tech Center in Denver and the other from the Sheraton in Colorado Springs. The following points were discussed:

- * There is a concern with the lack of space at the Hyatt Regency Tech Center, as well as a lack of restaurants, etc. in close proximity.
- * The Denver airport is also a very busy airport, it is more expensive to fly into and the ground transportation to the Hyatt Regency Tech Center is more expensive.
- * Colorado Spring has a new, expanded airport which is serviced by the major airlines, it is easier to fly into and it is less expensive to fly into than Denver
- * The Sheraton offers complimentary shuttle service to and from the airport.
- * The Olympic Training Center has just completed a major renovation, and have recently opened the new sports medicine center and there is a strong possibility that bus tours can be offered.
- * The Sheraton is also close to other major attractions and a large number of restaurants, as well as a number of other less expensive hotels.
- * The Sheraton put together a much more complete proposal than did the Hyatt Regency, and were much more accommodating in terms of dealing with local representatives. The Sheraton appears to want our business much more than the Hyatt Regency.
- * The Sheraton may allow us to lock in food prices one year out.
- * The Sheraton appears to have the best options with regard to room rates, meeting/exhibit space, prices, amenities, audio/visuals, etc..
- * The dates we would like to have are March 24, 25, 26, 2000, with the Board beginning to meet on March 23,

2000.

* In looking at the Sheraton floor plan, we would want to have Grand Ballroom ABC for exhibits, Grand Ballroom DEFG for meeting space, Gold Camp Room or Centennial Room for student breakout session, Atrium Garden or the Summit 1 & 2 for lunch.

MOTION: TO BEGIN NEGOTIATIONS WITH THE SHERATON COLORADO SPRINGS FOR THE RMATA ANNUAL MEETING PLANNED FOR MARCH 23, 24, 25, 26, 2000.

MOTION BY: AZ (SCOTT F)

SECOND: CO (BOB TIM)

CARRIED: 5 - 0 (NM ABSENT)

As soon as we finalize the negotiations for Colorado 2000, we need to begin negotiations for Arizona 2001, and hopefully by the St. George 1998 meeting we will be able to address New Mexico 2002.

(hand out follows)

13.0 RMATA - HOME PAGE:

The address is: http://www.ccsd.k12.wy.us/cchs_web/assoc/rmata.htm

The RMATA Home Page contains information from the most recent newsletter, the convention brochure, scholarships, leadership directory, committee representation, RMSATA page, links to St. George and Casper and links to other related sites.

Campbell County High School is allowing us to house our home page on their server free of charge, and it does not seem to be problem at this point. We do not currently have a counter on it so we/they are not sure how many hits we are getting. They are assuming we are not getting too many hits. However, if some personnel changes come about, there may come a point in time where we will need to find another server to house our home page. It is anticipated that we will not have to leave this current server, but if we did we would have ample time to locate another server.

14.0 NATA - DISTRICT SECRETARIES/TREASURERS COMMITTEE REPORT:

Following is information which came out of the District Secretaries/Treasurers Committee meeting in February 1997:

14.1 NATA - GOVERNMENTAL AFFAIRS:

This NATA department is headed up by Laura Jetton and serves as the watch dog for the NATA in regard to legislation at the state and federal level. They have legislation from each state on file and will help state organizations to draft legislation, assist in the development of legislative language, help to defend legislation, help defend logo and trademark, and many other legislative/legal issues. Laura monitors state legislation on a regular basis and would appreciate any information from the state associations with regard to legislative changes or updates.

State associations should get local private attorney opinions and not make layman's opinions. A legal opinion from a private attorney should compare and contrast athletic trainer practice acts with other allied health professions. Private attorneys can influence state legal people in what to think and the public can dictate how legislation is interpreted. For legal interpretations, do not approach the state attorney general, state attorney or

state regulatory board's attorney. Passing legislation quietly has its place.

They are continuing to work on obtaining legal interpretation of each state's legislation to clarify where the ATC fits into the puzzle. They are a tremendous resource in the state's attempt at legislation.

14.2 NATA - RESEARCH AND EDUCATION FOUNDATION:

Districts are not charities unless they are classified by the IRS a 501(c)(3). However, districts can accept donations but can not grant the donor a tax deduction. Most sponsors will write off their donation as a business/advertising expense. Currently, no district is housing their scholarship funds in the REF, it is not cost effective.

14.3 NATA - CONVENTION INSURANCE:

If any district needs show insurance for their annual meetings, this type of insurance is available through the NATA at no additional cost. Linda Tilley would need a copy of the meeting program six weeks in advance before supplying the necessary insurance certificate.

14.4 NATA - INACTIVE MEMBERSHIP STATUS:

This status is available to any member who may be experiencing hard times and find it difficult to pay their annual dues. This category is not publicized, to avoid misuse, but if any state president/representative is aware of a member in such a condition, let Sandy Ward at the NATA know about it and she will handle it from there. The fee is \$40.00 per year for one year only. However the member must still maintain their required CEU's. No NATA member is utilizing this status at this time.

14.5 NATA/NATABOC - CUE'S AND MEMBERSHIP SUSPENSION:

Members who do not satisfy their CEU requirements have a grace period (until April 1) to satisfy the requirement before any action will be taken against them. If the member still is CEU deficient, it would not change their certified member status for almost 18 months.

14.6 NATA - MEMBERSHIP SERVICES:

Scott Murphy has taken over for Ron Cunningham and is very enthusiastic about being on board. There are 1500 to 1800 certified non members who have not paid their dues and will be receiving information in an attempt to get them back to full membership status. Every newly certified athletic trainer is sent a letter from the NATA inviting them to join the association. A list of certified non members at the district and state level is available upon request.

A written plan for member retention and recruitment will be the focus for the next year. It is predicted that membership increase will change as we approach 2004. There will also be a comparison with other non profit associations in the development of this plan.

14.7 NATA MEMBERSHIP BOOTH AT DISTRICT MEETINGS:

At the present time only District 6 has a NATA membership booth at their district meeting. Any member joining at that time is afforded the member registration fee as opposed to the higher non member fee. The NATA feels

that it would be an excellent opportunity to at least have a membership booth at each district meeting with all the benefits outlined and available. If the logistics and the finances work out, it may be possible to have a member of the national office staff attend the booths at the district meeting.

14.8 NATA IN HOUSE ADS IN DISTRICT AND STATE NEWSLETTERS:

If the district or states wish to place NATA in house ads in their newsletters, the NATA will send you those ads.

14.9 NATA MEMBER SURVEY:

A survey was sent to all those 1500 to 1800 members who did not renew their membership. The reason given the most was financial. This membership survey provided a lot of useful information and will be used in the future recruitment and retention of members.

14.10 NATA 1997 MEMBER SURVEY:

A survey was sent to 3,750 NATA members in an attempt to gather a comprehensive set of information about NATA members. Of the 3,750 sent out 1,647 were returned. This study was conducted in November 1996 by Kerr & Downs Research who take responsibility for all elements of the research process, but also credit Scott Murphy, NATA's Membership Services Manager, with contributing valuable assistance in shaping the research efforts. This survey will be used in membership retention and services.

15.0 NATA - VOLUNTEERS FOR SALT LAKE CITY:

There is a need for local members to help out in the NATA office during the NATA Annual Meeting in Salt Lake City. A volunteer sign up sheet has been placed in each notebook for those wishing to offer their services. The form may be returned to Gaye Merrill at the address listed, or it may be returned to the registration desk. George Curtis will also be available at the registration table for those who wish further information or who would like to sign up for specific times. There is some form of reimbursement available as well. Any and all members are encouraged to help.

(hand out follows)

16.0 NATA - EDUCATION TASK FORCE:

At the December Board of Directors meeting in Detroit, the NATA Board approved recommendations 1 through 18 of the Educational Task Force. These recommendations are being implemented in varying degrees at this point in time.

One main concern, which came out of District 7, was the fact that the mechanics of implementation have not been established before approving the recommendations. However, if the right people are on the Education Council this concern will be much less of an issue.

17.0 NATA - EDUCATION COUNCIL:

The Board looked at a number of individuals who would be qualified to serve as the Chair for this council. Many of those solicited were not interested, however, the final candidates were very qualified. Earlene Durrant was a candidate from District 7, but she withdrew due to the time commitment which will be involved. The four candidates who were eventually interviewed were: Larry Leverenz, Curriculum Director at Purdue University; Gerald Bell, Curriculum Director at Illinois; Barton Buxton, Georgia Southern University; Chad Starkey,

Curriculum Director at Northeastern University. Each candidate presented before the Board, after which the board engaged in a very in- depth and lengthy discussion concerned with who could get the job done the best.

The Education Council will be long term in education direction, but also has a very important an immediate task over the next eight years of getting the 18 recommendations up and running.

Then in a secret ballot, the Board cast their votes. (This is the first time in at least six years that the NATA Board of Directors has voted by secret ballot. Which indicates the sensitive nature of this issue.) The Board selected Chad Starkey as the Chair of the Education Council.

The Board will then select the Council with recommendations from Chad. At this point in time there have been more than 170 showing an interest in serving on the Education Council. It is anticipated that by June, an eight member Executive Committee will be in place, along with four ex-officio members. The ex-officio members will represent the REF, BOC, NATABOD, and one other.

18.0 NATA - FINANCE COMMITTEE:

The NATA finance committee philosophy has been to budget conservatively on income and liberally on expenses. This is done to avoid any short coming which may arise placing the association in a hardship situation. The NATA does not function on a cash accrual basis and income and expenses must balance at the end of the fiscal year. The budget is figured on a five year plan, and future years are revised as needed, prior to that budget taking effect.

In looking at the projection years there is some concern about how the long term finances are projected. Corporate sponsorship has not developed as it was hoped, and there are some concerns about maintaining the existing corporate sponsorship, especially with Gatorade. Quaker is trying to get rid of their Snapple beverage line and are having a difficult time trying to do this. They may have to put Gatorade up with Snapple in order to unload it. Snapple has been a financial disaster for Quaker. Gatorade says they are with us for the long run, but that remains to be seen. We need to continue to monitor this Gatorade situation, as our corporate sponsorships contracts come up for renegotiations in a year and a half. The indications are that thing will remain as they are, but there is the possibility the corporate sponsorship may not continue at the same level as they are now.

The Education Council will cost about \$175,000 to \$200,000 per year to maintain. The Education Council Chair will need about 50% release time from their present paid job, along with secretarial assistance and other office supplies, etc..

The 50 year anniversary of the NATA is approaching and this will be an added expense.

It take money to run the association and to keep the committees functional and productive. The more the association does, the more money it takes.

19.0 NATA - DUES INCREASE:

With the previously mentioned financial concern in mind, the NATA Board will be looking at a \$5.00 dues increase. It has been some time since the last dues increase, and even though the NATA finances are on very solid ground, it is always better to have smaller increases ever now and then as opposed to a large increase all at one time. You can't wait until a financial situation presents itself before acting upon it, otherwise it will be too late.

From the national standpoint, we may be looking at a small dues increase every 3 years or so. To continue to add

services will cause costs to increase. To continue to estimate income conservatively and expenses liberally, along with normal inflation rates and normal expenditures, in about 3.5 years we would be looking at a loss. Unless dues are increased to help offset this situation. A \$5.00 dues increase may not be enough in the long run, but it is a start.

The rationale for the dues increase is as follows: the creation of the Education Council and the Chair; an increase in operating expenses; inflation; leveling off of or decreased in corporate sponsorship; the funding of more committees with each doing more.

20.0 RMATA/NATA - DUES INCREASE AND STATE DUES COLLECTION:

The NATA Board has also been discussing the possibility of the NATA collecting state dues. So far 23 states have shown an interest in doing this. Texas and Arkansas were not included because of their unique manner in which they deal with their associate members and the fact that they already deal with state dues.

In an informal opinion of the District Directors, five were in favor and four were against. The Board did vote to maintain the dues collection process of collecting district and national dues. However, if a district decided to collect state dues, then district dues would be increased to include state dues (all states dues would have to be the same), then the national office would collect national and district dues and the district would be responsible for dispensing the appropriate dues to each state association.

A lengthy discussion followed with the following points being made:

This situation would be financially attractive to each state's budget, but on the other hand there might be the possibility of members not renewing their membership. The average member does not understand the services that they get or that they do not have to have those services. Not being a member of the NATA will not affect certification or the status of the athletic trainer. The potential fragmentation of the membership, from a national scope to a more local scope, could occur.

Currently in Arizona, at best one half or less of the certified athletic trainers in the state belong to the state association. Arizona could charge less for the state membership than what is being charged now, and generate more income, by getting those athletic trainers who do not pay dues to the state to pay state dues through this system.

The Utah Association members would like their state dues to be a part of and collected as part of the district and national dues.

Some members in the state of New Mexico do not want to be a part of the New Mexico State Association, and they definitely do not want to be forced to join.

In Colorado, the leading reason for not joining the state association is the cost of membership and the member services offered for that fee. Once, the CATA laid out a plan for increased membership services, membership increased.

The current state association dues structure is:

AZ \$25

CO \$40 (individually) \$30 (for two)

NM \$15

UT \$35

WY \$15

If each state set their dues at \$15 (RMATA dues would increase \$20 to cover this), then Arizona, Colorado and Utah would enjoy substantial net increases, even though they are dropping their dues, because they are signing up all of their members. What if, rather than the state association mandating "you must join", let the RMATA take the heat saying "we are raising district dues \$20 because; we've expanded the length of the annual meeting; we're offering more CEU's; we're allocating budget to bring in outside presenters; we're paying honoraria; we're setting up committees; we're providing more member services; and as a part of your district dues your automatically a member of your state association. You don't have to pay another nickel".

From the standpoint of the member, the RMATA is raising your district dues by \$20, in return for that, you are getting an expanded meeting; improved convention advisory services; more CEU's; better quality presenters because we're allocating funds to bring in outsiders; and your getting complimentary state membership.

The way to get around the issue of forcing members to join the state associations would be to say: The district has committed to provided more support to the state associations so that they can better serve their members on a local level, and the district is also providing more member services. And in order to do that, district dues will be raised by \$20, with \$15 going to the state associations to help them provide expanded members services on the local level.

Current NATA and RMATA dues for certified members is \$125 (\$110 national, \$15 district). National dues are increasing by \$5, which will raise to \$130, and by increasing district dues by \$20,(\$5 going to the district and \$15 going to the state) national, district and state dues would be \$150. This is a substantial one time hit and probably would not have to be repeated for a significant number of years. With that increased income the states could all operate much more effectively.

The district dues increase would apply to all members, students included. There was some concerns about students ability to pay for these increases and this issue was discussed at length. The final decision was that this dues collection process and increase will apply to all members.

The rationale for this collection process and dues increase is as follows: increased operating expenses; creation and funding of convention program committee; creation and funding of honors and awards committee and sub-committees; creation and funding of public relations committee; funding for placement committee; to provide commitment from district to state association to provide more members services on the local level; provide complimentary membership in the state association; increasing CEU opportunities; increase the opportunity to bring in more speakers; continuation with student breakout sessions.

The impact on each state association would be as follows:

AZ - dues would decrease for each member, with an increase in members

CO - dues would decrease for each member, with an increase in members

NM - dues would remain the same for each member, with the possibility of a slight increase in members

UT - dues would decrease for each member, with an increase in members

WY - dues would remain the same for each member, with an increase in members

MOTION: TO ACCEPT THE PROPOSAL OF A NATIONAL DUES INCREASE OF \$5; AN INCREASE IN DISTRICT DUES BY \$20, BRINGING DISTRICT DUES TO \$35; WITH \$15 OF THE \$35 BEING DISTRIBUTED TO THE STATE ASSOCIATIONS; AND PROVIDING EACH PAYING MEMBER WITH COMPLIMENTARY STATE ASSOCIATION MEMBERSHIP; TO TAKE EFFECT JANUARY 1, 1998.

MOTION BY: UT (DAVID)

SECOND: AZ (SCOTT F)

CARRIED: 6 - 0

21.0 NATA - HONORS AND AWARDS COMMITTEE: HALL OF FAME QUALIFICATIONS:

The Hall of Fame Subcommittee asked the Board to review the criteria of 25 years as a NATA member. Currently, to be eligible for the Hall of Fame, there must be 25 years of service as a NATA member, among other qualifications. This request was taken to the membership staff and they were asked to look at the impact of changing to 25 years of certification would have on minorities and female athletic trainers. At least through the year 2000, there is a 40 - 60% decrease in eligible candidates in both of those populations if changed to 25 years of certification. So by changing this requirement, at this point in time, would create some discrimination against those two populations. Thus, the Board decided to leave the criteria at 25 years as a member, at least until the year 2000. All other awards are based on years of certification and the Hall of Fame should eventually be changed, but at the present time it is not advisable.

22.0 NATA - INJURY SURVEILLANCE SURVEY:

The Injury Surveillance Survey is a three year, \$300,000 project. From September 1996 to the end of January 1997, there were 30 articles appearing in newspapers across the country, some with small circulation and other with quite large circulations. This had a significant impact on the promotion of athletic training.

Several factors were looked at including the date of publication, the size of the circulation and media impression, which is the net effect of a specific article on the population (i.e. a newspaper affects more people than just the person who bought it). Based on these factors, a dollars and cents value was placed on the articles. As an example, one article appeared in *NEA TODAY* which has a circulation of two million, the media impression was 5.1 million, for an total of \$161,000 of advertising. Within this September 1996 to January 1997 time frame, the Injury Surveillance Survey has generated \$247,000 of free advertising. We have not even completed two years of this survey and we have almost paid for it in terms of the publicity we have received.

23.0 NATA - PUBLIC RELATIONS COMPANY:

The NATA public relations firm, Edelman Associates, is doing an excellent job. They again asked the board again to reaffirm to the membership that this is the **PROFESSION OF ATHLETIC TRAINING**, and its practitioners are **CERTIFIED ATHLETIC TRAINERS**. When we as members do not use these terms, we become our own worst enemies.

The Johnson & Johnson Symposium, in Salt Lake City, will feature Edelman Associates personnel, who will present a three hour media workshop on basis PR concerns, giving presentations and interviews, and how to work with the media.

24.0 NATA - COLLEGE & UNIVERSITY ATHLETIC TRAINERS' COMMITTEE:

This committee has been working with the NCAA Competitive Safeguards on Proposition 125. Proposition 125 deals with spring football practice and going back to no shoulder pads during non-contact days and to decrease contact days from 10 to 8. This topic has generated more discussion at the college and university level than any other topic over the past 15 years. It has also received a lot of attention from the American Football Coaches Association.

This was a very difficult issue to deal with politically, as the AFCA became very concerned with this and CATS

wrote letters saying the NATA College & University Athletic Trainers' Committee did not represent them.

Finally, the NCAA referred the proposal to their management council, who will probably modify the proposal somewhat.

What the College & University Athletic Trainers' Committee wants to happen is for the NCAA to define what is and what is not contact. In reality, when the athletes put on shoulder pads, contact occurs, whether it is a contact day or a non-contact day.

There is now increased dialogue among the AFCA, the NATACUATC, and the AOSSM. These groups will investigate the injury rates during spring football and how the rules need to be modified and enforced to help this situation.

25.0 NATA - HISTORY AND ARCHIVES COMMITTEE:

The NATA is looking at the possibility of housing the History and Archives of the NATA at the University of Texas, Arlington, in their Archive Center. Archiving means that the materials are preserved in a climate controlled environment, however, they are accessible for reviewing. UTA is putting together a proposal for the NATA with regard to this occurring. Every indication points to this happening.

A writer has been commissioned to write the new History of the NATA, which will become available at the 50th anniversary. From the original work, a basic outline has been established to work from. The final draft would be in book form and offered to the membership, of which the details have not been worked out yet.

26.0 NATA - HONORS AND AWARDS COMMITTEE:

Dan Libera (District 7) and Mark Smaha will be inducted into the NATA Hall of Fame in Salt Lake City. Induction into the Hall of Fame is the highest honor a member of the NATA can receive. This award recognizes those who have given their time and energy to advance the NATA and the profession of athletic training.

No nominations were received for honorary members.

Steve Antonopulos will be presented with the Most Distinguished Athletic Trainer Award.

Ken Knight is the first ever recipient of the William G. Clancy Jr., MD, Medal for Distinguished Athletic Training Research, presented by the Research & Education Foundation.

27.0 AMERICAN SPORTS MEDICINE ASSOCIATION:

Mr. Borland, former founder of the AATA, is at it again. He has now started the American Sports Medicine Association, and claims that it is "the oldest educational, non profit, sports medicine trainers association". He has been very careful this time around not to use the term "athletic trainer", instead he uses "sports medicine trainer". And they even have requirements for the certified sports medicine trainer (CSMT).

As of this point in time he has not done or said anything to infringe on our credentials or trademark. Somewhere, some time ago, something happened to him while he was a member of the NATA, and it is believed that he is doing this because he has an ax to grind with the NATA.

The NATA will continue to monitor the activities of Mr. Borland and the ASMA.

28.0 INJURY SURVEILLANCE STUDY:

As previously mentioned, the PR received from this study has been tremendous, however, there are not enough schools participating. The original contract called for 100 schools per sport (10 sports) to make the data as valid and as broad based as possible. Currently there are not 100 schools in 4 of the 10 sports. There are not enough teams to get 100 for field hockey, but there are for the other three sports, boy's soccer, volleyball and girl's soccer. These sports are close enough to 100 that it is felt that that goal can be met. So the NATA will get the 100 schools per 10 teams, or the dollar figure will be adjusted accordingly.

29.0 NATA - PLACEMENT COMMITTEE:

The job referral service will be changing at the national level. Investigation focused on how the Placement Vacancy Notice (PVN) information was being distributed, with the following observations being noted:

- * 700 PVN's were being mailed out twice a month (1st & 15th); the cost was for printing, as those requesting the information must supply a self addressed, stamped envelope
- * the jobs hotline was receiving 250-300 calls per week
- * the internet posting is up dated every Friday by the NATA staff (without a counter, there is no way of knowing how many hits it gets)
- * the computer bulletin board is antiquated and will be discontinued, as home pages are the wave of the future
- * 84% of the respondents looking for jobs said that they would utilize the Fax-On-Demand program; the NATA is looking into the possibility of having the job referral information available through the Fax-On-Demand program, with cost of this service being the big concern.
- * employers would be willing to pay to have a job vacancy posted on the job service; the NATA will look into this possibility as well

Once these possibilities are thoroughly investigated, a final change will be made.

30.0 NATA - PROFESSIONAL EDUCATION COMMITTEE:

The PEC is in the final stages of converting the curriculum approvals to the JRC-AT. However, the original plan did not consider an overlap between the two, which is necessary for a smooth change over. So the term of the PEC Chair has been extended to December 31, 1998, to ensure that everyone involved was on board and the JRC-AT was able to begin accrediting the curriculum programs.

31.0 NATA - WOMEN IN ATHLETIC TRAINING COMMITTEE:

This committee continues to work on a sexual harassment information brochure with input from NATA legal counsel. It is hoped that the brochure will be out by the middle of the year.

Last year this committee put out a survey to female athletic trainers, asking for their perceptions and attitudes about a variety of concerns. This year the same survey was distributed to male athletic trainers and the results will be presented to the membership in Salt Lake City.

32.0 NATA - EDUCATION COUNCIL CHAIR:

The Board has engaged in some discussion as to whether the Education Council Chair should be housed in the national office in the future. As it stands now, the NATA is paying for release time for this individual and thus could be considered a salary of sorts. The recommendation of the Board, as well as the Chairs of the Education Task Force, is to not house the Education Council Chair in the national office. It is felt that the Education Council Chair should be in an academic institution, out in the field so to speak.

33.0 WORLD FEDERATION OF ATHLETIC TRAINING:

Eve Becker-Doyle recently visited athletic trainers in Japan. The NATA paid for the airfare and PBATS picked up the rest of the expenses. Out of this trip, Eve brought back, to the Board, the concept of a world federation of athletic training. In effect, does the NATA wish to establish a proactive international agenda; does the NATA wish to make inquiries concerned with the enhancement of the quality of health care for the physically active in other parts of the world.

As a U.S. organization we have to be careful of the ugly american syndrome, and we can't go in and dictate certain things. Yet, Japan is a good example where there is a group of people who are hungry for information about athletic training. Other countries who appear to be very interested in athletic training are China, Taiwan, Spain, England, Germany, Australia, along with other countries along the Pacific Rim.

The NATA can educate people in other countries about all aspects of athletic training. This is something the NATA definitely wants to do. The possibility may also exist of creating a world congress of athletic training and become a major player in this venture.

34.0 INTERNATIONAL FEDERATION OF SPORTS MEDICINE (FIMS):

The NATA is a dues paying member of this organization and by participating is better able to be award of international sports medicine issues and where the NATA can have an impact.

35.0 NATA - PRONOUNCEMENTS COMMITTEE:

This committee was recently created with the specific charge of dealing with position statements. Brent Arnold has been appointed the Chair of this committee. Specifically, this committee will review position statements brought to the Board by members, and will also develop NATA position statements that are in line with current research and rational thinking as far as sports health care is concerned.

Position statements will be published first in the *Journal of Athletic Training*. This way they will be indexed and credited to the NATA and the individuals who wrote them.

36.0 NATABOC:

The NATABOC has presented to the NATA Board new By-Laws which will become effective July 1, 1997. The reasons given for these changes are to get more people involved in NATABOC committees and it is difficult to get individuals to run for director positions. Some of the changes are as follows:

Article III Board of Directors:

Section 1. Number.

The number of Directors shall be eight.

Section 2. Composition.

Four directors shall be certified athletic trainers ("Athletic Trainer Director"). One director shall be a certified athletic trainer who is recommended by the National Athletic Trainers' Association ("NATA Nominated Director"). One director shall represent the public ("Public Director"). One director shall be a physician ("Physician Director") and one director shall be a corporate or educational director ("Corporate or Educational Director").

Section 3. Qualifications.

Any certified athletic trainer shall be eligible for nomination as an Athletic Trainer Director who:

1. Has been certified as an athletic trainer, by the NATABOC, for at least five years prior to nomination;
2. Does not hold elected or appointed office, including membership on a committee, of a national athletic training organization or state regulatory board;
3. Is in good standing with the NATABOC; and
4. Has served for at least one full term, on a NATABOC standing committee.

Section 4. Term of Office.

(a) Athletic Trainer Directors.

Each Athletic Trainer Director shall take office at the conclusion of the annual business meeting of the Board following his or her appointment and serve a term of four years except as to certain initial Directors as specified in the Articles of Incorporation, these by-laws or as provided by law. The term of office of the Athletic Trainer Directors shall be staggered.

For the purpose of implementing these by-laws on or before July 1, 1997 there shall be six Athletic Trainer Directors. These Directors shall be comprised of the Athletic Trainer Director who currently represent NATABOC districts Two, Four, Six, Eight, Nine and Ten. By July 1, 1998, the terms of the Directors who represent NATABOC districts Two, Four and Nine will expire.

(b) Nomination Process.

In accordance with the procedures approved by the Board, the Nominating Committee will develop a list of nominees for any director position to be filled prior to the expiration of the director's term. A list of nominees will be submitted to the Board during the director's meeting that precedes the board's annual business meeting. Prior to the conclusion of this meeting the Board will appoint the Directors.

Other thoughts:

- * It seems like the NATABOC is trying to become more autonomous or create a greater distance from the NATA.
- * The TSA responsibilities will not change.
- * This does not appear to provide equal representation for each district.
- * Districts will no longer be able to elect its own representative.
- * District representation is being done away with.
- * Representation decisions are being taken away from the membership and put in the hands of the NATABOC.
- * The NATABOC contract with the NATA expires in 1999. The NATA needs to look very closely at the possibility of a three year renewal term as opposed to a ten year automatic renewal term. The NATA also needs to put terms in the contract which will give the NATA control. The credential belongs to the NATA, but is leased to the NATABOC.

37.0 FAIR LABOR STANDARDS ACTS:

The Board has discussed this issue as well as several cases from across the country and it appears that this is a double edged sword. Most athletic trainers are classified, by school administrators, as exempt employees or professionals, and therefore are not paid for overtime or comp time. According to the Fair Labor Standards Acts,

professional are to be exempt. If athletic trainers believe that being paid overtime is an important issue, then athletic trainers are no longer considering themselves as professional (and athletic training is not a profession), but rather clerical.

From an NATA standpoint, the NATA has compiled available information on what is going on. Also, the NATA is not taking a stand on this issue because it is not appropriate or healthy. In some respects it is not a benefit to the profession.

This issue seems to come down to do we ever believe we are going to get the respect so that we are not having to work over forty hours per week, or do we believe the respect will never come so we will force our employers to pay for the overtime.

38.0 NATA - MEMBERSHIP SERVICES:

The membership department continues to perform admirably with regard to membership services and member retention and recruitment. Just four years ago member retention was a key concern and due to some innovative programs, it was improved.

One new program being added is an agreement for prescription eye wear (glasses and contact lenses) and medical prescriptions at a discount rate.

39.0 RMATA ANNUAL MEETING SURVEY:

Bart created a survey which asks question of the membership about attending our annual meeting. This will be made available to each attendee. This survey will continue to be revised and refined, and will be used for our annual meetings in the future.

(survey follows)

40.0 BART PETERSON'S MASTERS THESIS PROPOSAL:

Bart presented a survey having to do with his master's thesis and asked the board of the appropriateness of conducting such research at our annual meeting. It is felt that this may be a membership service in the future, provided specific guidelines are established and board approval is necessary.

It was decided that Bart would not utilize this meeting to test this proposal. Policy will need to be developed and approved prior to entering into something of this nature. David and Bart will work out the logistics of this type of activity and present it to the board at a future board meeting.

41.0 STATE ASSOCIATION REPORTS:

41.1 ARIZONA ATHLETIC TRAINERS' ASSOCIATION:

The Arizona Athletic Trainers' Association held their annual winter business meeting and symposium in early February and had a good turn out, but expected more attendees. Hopefully with the new dues collection process, attendance will increase. More member participation is a concern at this point.

The AzATA is also in the process of forming an election committee as well as tidying up some other loose ends.

41.2 COLORADO ATHLETIC TRAINERS' ASSOCIATION:

The Colorado Athletic Trainers' Association recently completed their elections and now have a entirely new board. Their focus is also to increase member participation and fell that they have been successful thus far.

The state meeting will be May 17 and 18, 1997 and will present a variety of topics in a break out session format.

41.3 NEW MEXICO ATHLETIC TRAINERS' ASSOCIATION:

The New Mexico Athletic Trainers' Association is also concerned with membership lack of participation. The obvious focus this past year has been working on putting together the RMATA annual meeting.

Bill commended Rich and his local committee on doing an excellent job of putting on our annual meeting. The RMATA board understands how difficult this task is and appreciates the effort.

41.4 UTAH ATHLETIC TRAINERS' ASSOCIATION:

The Utah Athletic Trainers' Association is in the process of enlisting as many members as possible to lend a hand at the national convention in Salt Lake City this June. They have also been working on the next district meeting in St. George scheduled for next March.

They have also enlisted the expertise of Rick Ball to assist them with licensure.

The new dues collection process will be well received by the athletic trainers in the state of Utah.

41.5 WYOMING ATHLETIC TRAINERS' ASSOCIATION:

The Wyoming Athletic Trainers' Association will be holding their meeting on May 28 and 29, 1997 dealing with the lower extremity. They will also have a student athletic trainer competition.

MOTION: MOTION TO ADJOURN THIS MEETING OF THE RMATA BOARD OF DIRECTORS.

MOTION BY: NM (RICH)

SECOND: WY (BART)

CARRIED: 6 - 0