

**RMATA, INC.**  
**BOARD OF DIRECTORS TELECONFERENCE**  
**SEPTEMBER 5, 1996**  
**8:30 PM MDT / 7:30 PR MST**

1. ATTENDANCE:

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

2. CALL TO ORDER: Bill called the Board of Directors Meeting to order.

3. RMATA 1998:

We have been negotiating with and have received a contract from the Holiday Inn in St. George, Utah.

David Draper had the opportunity to visit the hotel and gave the following account:

- \* a wonderful facility, it's got just about anything you can imagine
- \* they're rolling out the red carpet for us
- \* the rooms are large (2 double beds, TV with remote, vanity in bathroom, recreation facilities with indoor/outdoor swimming pool, lighted tennis courts, pool table, ping pong tables, putting green)
- \* meeting rooms can hold up to 550 people
- \* we would take up their entire facility and this is not a problem
- \* the weather in March is quite pleasant
- \* exhibit area can be locked for security
- \* exhibit area can hold about 30 booths, with the possibility of overflow booths being placed in the corridor (the hotel can hire a security guard to watch the booths in the corridor, or we can have them brought into the exhibit area during the night)
- \* Sabra A, B, C & D would be fine for meeting our needs with theater style seating for 375
- \* may not be ideal for vendors in Sabra E, F & G, but a good display of vendors does not a meeting make
- \* exhibitors do contribute to off-setting the cost of our meeting, but they are only aspect of our meeting, and we need to look at the cost to members
- \* very good room rates to attract members to the meeting
- \* children stay free and eat free at Holiday Inn

Other concerns/issues:

- \* exhibit area square footage in Sabra E, F & G (limited space)
- \* pipe and draping cost (\$28/booth)
- \* exhibit area rental cost (\$45/booth/day)
- \* \$200 set up fee for general meeting sessions
- \* location of booths whether in corridor or Sabra E, F, & G
- \* exhibitors will come where there are numbers of participants

- \* cut off date can be extended
- \* because of additional attractions around St. George, this meeting will draw well
- \* complimentary hospitality suites throughout the meeting
  
- \* This is an excellent opportunity to take a run at writing our own contract, and saying this is the contract we want. This is the kind of a hotel that our convention is a big hit for them, if we can get that experience behind us once, and then do it again in Casper, Wy, we set a track record of here's our contract, this is what people have been doing with us and this is what we want to do and if you won't do it we will go somewhere else. You've got to have a situation where you are very appealing to them to get them to let you write the contract.(RB)
  
- \* There are negatives, but as we have gone through these over the years there seems to be negatives at every place, but there seems to be some very good positives too (e.g. our contract, room rental). The room rental is attractive to our members. We have to remember that we are serving our members. The quality of the meeting and the price of the rooms maybe enough, that periodically, we don't do as well on vendors as we would like to do. But it's not something to keep secret from the vendors either. Let the vendors know what the situation is with regard to limited space. (BL)

**MOTION:** TO HAVE THE HOLIDAY INN IN ST. GEORGE SERVE AS THE HOST HOTEL FOR THE 1998 RMATA ANNUAL MEETING, SUBJECT TO FURTHER CONTRACT NEGOTIATIONS WITH REGARD TO SPECIFIC FIGURES ON ROOM RENTAL AND EXHIBIT SPACE CHARGES.

MOTION BY: UT (DAVID)

SECOND: CO (KELLI)

CARRIED: 6-0

4. **NATA GRANT:**

The NATA Board of Directors voted to allocate a \$300,000 grant to NATA districts. The money is earmarked for state expenditures in keeping with NATA's exempt purposes that relate to regulatory practice act initiatives and third party reimbursement efforts. Each district has received \$5,882.35 times the number of states in the district. It is the responsibility of each district to determine how these funds will be distributed to the states and to allocate them.

We have received a total of \$29,411.75 which will be divided into equal shares of \$5,882.35 and distributed to each.

There are a couple of options in how to handle this money: one, we could distribute an equal share to each state association, or two, as a district association, we could take the lump sum and place it in a short term CD and distribute it on an as needed basis.

**MOTION:** EACH STATE ASSOCIATION WILL HAVE UNTIL OCTOBER 15, 1996 TO SUBMIT A WRITTEN REQUEST FOR THE ALLOTTED FUNDS OF \$5,882.35. ANY FUNDS NOT REQUESTED BY SAID DATE WILL BE PLACES IN A SHORT TERM CERTIFICATE OF DEPOSIT FOR FUTURE LEGISLATIVE EFFORTS.

MOTION BY: WY (BART)

SECOND: AZ (SCOTT)

CARRIED: 6-0

5. RMATA ELECTION COMMITTEE:

It was felt that it is best to wait until after the upcoming nominations to establish an election committee.

6. RMATA 1997 - ALBUQUERQUE:

We will start this meeting earlier than Usual, at 1:00 PM Friday afternoon. Instead of starting with our business meeting on Friday at 7:00 PM and our clinical sessions on Saturday morning at 8:00 AM, we will start our clinical sessions at 1:00 PM on Friday. Our business meeting will still be on Friday beginning at 7:00 PM and the clinical sessions for Saturday and Sunday will start and end at the usual times. This early start will increase the number of CEU's offered and should help the membership, which in turn should help with our attendance. We need to monitor the attendance on the Friday sessions and determine if and how advantageous an early start is for our members.

Local members have been identified and selected to help out with registration, etc..

The Hotel space has been finalized, and the meal selections and prices will be finalized in the near future.

Three local exhibit companies have been contacted, with one company having already sent in a bid and the other two promising to send in bids in the near future. Exhibitors should be able to begin setting up at 8:00 AM on Friday morning. The hotel does not provide security guards and we may need to go with a local security company to protect our exhibitor goods.

Speakers have been finalized.

Everything should be finalized by mid October.

We need to get the meeting brochures mailed out about two weeks before Christmas. We may also want to send brochures to district 6 & 8.

7. RMATA 2000 - COLORADO:

At the 1997 annual meeting in Albuquerque, we would like to have presented, some proposals from hotels, cities or communities to host our annual meeting in the year 2000. It would be advantageous for us to get some competition between the cities and hotels to host our meeting.

8. NATA BUSINESS:

A. EDUCATION TASK FORCE: The Education Task Force is in the final stages of formulation the goals and objectives for the Education Council. The NATA Board of Directors and the Education Task Force is looking for an individual who would be qualified and willing to act as the Chair for the Education Council. If anyone has someone in mind, contact Bill.

9. ADJOURN:

MOTION: MOTION TO ADJOURN THIS BOARD OF DIRECTORS MEETING.

MOTION BY: AZ (SCOTT)

SECOND: NM (STEVE)

CARRIED: 6-0