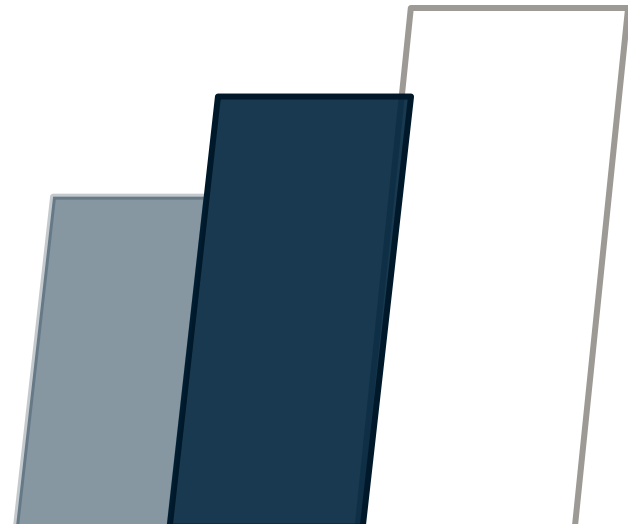




**BUSINESS
PROFESSIONALS**
of AMERICA
Giving Purpose to Potential

National Board of Trustees Special Meeting Agenda December 29, 2022

Our mission at Business Professionals of America is to develop and empower student leaders to discover their passion and change the world by creating unmatched opportunities in learning, professional growth and service.



December 29, 2022, 5:00 pm EDT
National Board of Trustees
Special Meeting Minutes
December 29, 2022

Call to Order

Meeting was called to order at 5:01p.m. EST by Board chair Paxton Cavin.

Roll Call & Determination of Quorum

Secretary Deb Schwager conducted roll call with members present:

Devin Alexander	Dianne Carroll	Dr. Brenda Jacobsen	Andrea Sutherland
Jeannette Barreto	Paxton Cavin	Deb Schwager	
Kevin Benjamin	Breezy Gutierrez	D'Schon Simmons	
Angie Benson	Amy Hollingsworth	Engen Sundberg	

Ex Officio: Steven Mitchell
Guests Present: Jonathon Smith
Quorum was established

Welcome

Board Chair welcomed all to the meeting.

Agenda

Angie Benson motioned to accept agenda as presented Amy Hollingsworth seconded.
Agenda approved as presented.

NLC Site Considerations for 2027 & 2028

Mr. Mitchell welcomed and gave Jonathon credit for getting things done and synthesized all the information with all time and. Mr. Mitchell Turned the floor over to Jonathon Smith.

Jonathon said that all the information from the hotels is proprietary and isn't to Be Share outside of the Board this is specific to us only.

Jonathon went on to share the five sites and dates with five cities and six venues. Devin ask if we could discuss them after each venue.

Review of Locations already in place are:

2023 April 26-30 Anaheim, Ca
2024 May 10-14 Chicago, IL
2025 May 7-11 Orlando FL
2026 May 6-10 Nashville, TN
2029 May 9-13 Washington DC

The five we are considering:

1. Denver, CO- 2027 & 2028 –

The Gaylord Rockies Resort - 1900 rooms available with an expansion of 450 rooms which will be done in 2025, this will keep most of our contention under one roof.

- Their rooms are:
 - King with sofa bed
 - Double Queen 4
- They have many meal options for the members in the hotel as well as outside of the hotel.
- They have many activities available as well as new expansion which will be The 100 Million dollar Rockies Village addition being open in 2025 which will be great for our attendees.
- Travel is very short drive, downtown is 10 miles to Aurora, Downtown Denver is 20 miles away.
- Various sites to see it both cities.
- BPA would be the only one in the house so we would own the hotel. If need offsite hotels are 2 miles 5-minute drive.
- This would be 1st time BPA has been there. Denver is #1 city of the top three cities that students want to relocate to as Nashville, TN an Austin, TX.

Jon went over the concessions from the hotel. Opened the floor for discussions.

- Devin asked about flights and costs in Denver.
- Andrea asked about winter meeting rooms.
- Dr. Jacobsen ask the members offsite would be able to use the ones at the Gaylord? Jonathon said yes except the Waterpark.

2. Houston, TX – May 11-15, 2027

George R Brown Convention Center with attached Hotels:

- Hilton Americas- 960 rooms
- Marriott Marquis 500 rooms
- The remaining room are within walking distance for our overflow hotel.

- In the middle of the hotel has a big green space. They can get the convention center to shut that down for only us to use for outdoor activities.
- Plethora of off-site dining and activities for the members to see.

Jon went over the concessions. Opened the floor to discussions.

- Devin asked about when it was last updated. Jon gave him the dates That would have a possibility of when it will be done. He did say was that they take care of their hotel.
- Deb as about the cost of the convention if it will be more of a deterrent. Explained about not the buyout of each of the hotels. Asked about when we would know anything on the concessions. The concessions with them are as much as the others.
- Dr. Jacobsen said that she has been in convention centers and it went well and is very viable.
- Andrea having a BPA state is valuable when looking for judges.
- Devin asked about growth? Can they still hold us? Jon looks at this with members and meeting space. We might need to just to the larger hotel & meeting spaces.
- Mr. Mitchell talked about community engagement, industries will they come to judge help us as well exhibitors. We need industries support and students to consider for work or go to school.
- Jonathan said that we have or don't have a presence in will help spread our wing with help.

3. Orlando, FL - 2027

1. Marriott World Center – 1900 rooms we would own the hotel

- Has a lot of outside activities to attend?
- Offer free shuttle to Disney Springs and Disneyland.
- It has a large convention center.
- We would need a couple off-site hotels with expansions.
- It's a secluded property so would need take uber or shuttle to go to outside food etc.

2. Hyatt Regency -Orlando-1600 rooms

Hilton Orlando – 600 rooms

- The Hyatt would take care of all of our meeting rooms and could use the Hilton if need be.
- These are not resorts so not as many amenities.
- They would give us complete buyout of the hotel. There is ½ mile walk between the two using the skywalk with the convention center.
- They are offering a shuttling so you wouldn't have to go through convention center.
- Travel is a short 10 -15 miles for distance but depending on traffic 10-20-minute drive.
- Many different opportunities in the areas.

- We will be back in Orlando within 3 years.
- ICDC for DECA is right before us.

Jon went over the concessions for each of the hotels.

Jon opened the floor to questions.

No questions on these hotels.

4. San Diego, CA – 2027 or 2028

Gaylord Pacific Resort Convention Center-Brand New Hotel

- Broke ground in July done in 2025
- Has attached convention center with outdoor lawns & parks
- It's right on the bay, is sunny and 75 all the time, members have opportunity to be outside.
- They have a Bayfront Village also just smaller building with shopping and eating venues.
- Its in Chula Vista part of a 1.5 billion dollar to enhance the bay front area.
- This is very comparable to the Texas Grapevine hotel and all will be done by 2028
- Hotel is 20 min from airport, city is 10 miles away.
- Lots of outdoor activities as well as plethora of museums and the Zoo.
- BPA would own the hotel there are others next to it for overflow hotel.
- Never been there 1st time we would host.
- Shuttling would be needed

Jon went over the dates and the concession. Opened the floor to questions.

- Dianne asked about the food cost options their will be many price points with food. Talked to options to lower price point to the members.

5. St Louis, MO May 2027 & 2028

America's Center Convention Complex

- Would have to utilize 8 hotels to host our member.
- The most are within walking distance.
- Have many food options in downtown area as we are right downtown.
- We only have one hotel that we would own. No controlled access.
- This would be a public space.
- Airport is 13 miles so 15-minute drive.
- Union Station 1.2 miles
- The Arch is .6 miles away
- Many activities and food venues a short distance away with the possibility of free entrance to museums.

Jon went over the concessions being offered. Opened the floor to discussion.

- Angie asked about safety with so many hotels. Mr. Mitchell said he felt very safe.
- Devin shared that he has been there and didn't have any problems or felt unsafe.

Paxton asked if there was anymore questions and asked Jon and Steven for anything else they would like to ad

- Jon said that he felt they all are great options
- Devin asked about renovations for the St. Louis hotels.
- Jon said one would be a complete renovation. But don't know much to share as I don't know.
- Kevin asked what Jon & Steven's top options that he would like.
- Jon:
 - Orlando Hyatt good option Financially makes sense- repeat locations- Likes the Gaylord options and to experience those locations.
- Steven:
 - Orlando should be in mix for sure with the concessions Hilton/Hyatt package is untrue in Orlando. Strong BPA and CSTO presence in supporting us.
 - Huston- that its downtown and Industry support, and that they are close to the hotel. Gives us room to grow.
 - San Diego – the package Is unreal also.

Amy asked what are the locations for 2027 and for 2028. Paxton explained that you need to login to BoardEffect for the poles and to vote on the ones available for each year.

Angie asked D'Schon and Engen what is their choices as a student.

- D'Schon's is Huston and Orlando are his two choices. With all the draws for each location.

Andrea had a question about what is our overlap with DECA? Jon doesn't know the number but there are multiple SAAC -Students don't overlap isn't few the advisor more so. Indiana overlap a lot ICDC is harder to make it then BPA they may pick ICDC. Jon did say the one of the staffs commented on if it's a new city you would have more that would be interested in going to vs the same one. Amy piggybacked on that.

Steven asked about doing two different polls for each year 2027 then -2028 by date then could direct our conversation then.

- Deb commented on the new venues that we haven't been there and getting our presence in those states.
- Breezy agreed with Deb as we need to get our presence and many opportunities in each of the states.
- Devin said he like San Diego but the cost is and issue. Liked Huston with all the options to job shadow and judging with proximity to the convention center. Denver is good but just worried about judging.
- Steven's prospective and staff's prospective when executing the conference at an operational standpoint its easy where we have an established presence verse none. with industry that is willing to help. This is

the path of least resistance when we have them on board and a BPA presence in the state.

Paxton asked if any other question while getting poll ready in BoardEffect. No other questions.

Vote in BoardEffect on the following:

- 2027 options: Denver, Huston, St Louis
- 2028 options: Orlando World, Orlando Hyatt/Hilton, St Louis, San Diego

Andrea asked if the final decision will be made tonight.

Jon said yes, the hotels that have given us their concessions want it on their end of the year books.

Andrea asked about San Diego for 2031. Jon said that the Gaylords are looking at doing multiple years so that could be done later.

2027 Denver-8 Huston-4

2028 San Diego -8 Orlando-5 Hilton/ Hyatt

Devin started the conversation on his fiscal responsibility the Hyatt/Hilton and Denver are unreal, this would set us up fiscally to grow and be in the red.

- Kevin would like to motion to move for Denver 2027 Angie 2nd.

Discussion Steven just went on the record going to two cities with no BPA presence could be a struggle.

- Amy said that we should use our connections and we're not helping you or your staff with our resources and we need to help
- D'Schon just said that we are going into a lot of extra work with Houston vs Denver. Texas BPA could cut the work in half.
- Devon-2027 just look at Anaheim we are still struggling with industry base. Struggling with three years in state with no base or no presence and where will the loose ends will be picked up.
- Dr. Jacobsen went along with Amy said asked what we can do and help you as a board is to be proactive. We have problems in states with a presence as well no presence.
- Steven reiterate that asking his staff of 9 people in recruiting industry, judges, partners and exhibitor's without BPA recognition is extremely hard.
- Kevin said that he hears him and that maybe we should look at 2028 first and if we were in Orlando Hyatt/Hilton would that make you less anxious.
- Steven said that he & Shelia has many contacts in Nashville so that helps and with Denver FBLA has had a conference and would share their information so that helps. Orlando has a large BPA presence so yes it would.

- Andrea asked Jon & Steven which two would they choose for 2027-Jon said Denver /Orlando Hyatt/Hilton as his perspective as an Event Planner. Steven Orlando- Hilton/Hyatt the concessions are unreal. Denver is we need people to drive 45min-hour for a half of a day. Houston makes a better choice.
- Dianne made the statement that maybe we shouldn't have had Denver or San Diego for options. What is our goal?
- Dr. Jacobsen said she was under the same impression as Dianne.
- Amy discussed the open venues vs contained is better.
- Devin asked Jon about Data on past conferences. Jon said Pre-covid was trending upon and it didn't matter where we were at.
- There was extensive discussion on the two venues for 2027. Diane asked if we could vote on the motion on floor and see if anyone has changed their mind.

Deb read the motion on the floor:

The Motion was made by Kevin to have Denver host the 2027 NLC Angie seconded it. Yes 11 No- 1. Motion past as presented.

2028 Poll was San Diego-8, Orlando -4. Dianne made the motion for the Orlando-Hilton/Hyatt option to host in 2028. Kevin seconded it. Paxton called for discussion.

- Amy asked when are we in Orlando before 2028. We are there in 2025
- Devin because of cost of San Diego and would be financially hard for some of his chapters to go.
- Dr. Jacobsen said we need to look at other CSTO where they are going and that all CSTO organizations are looking at the cost, but this doesn't seem to be an obstacle.
- Andrea stated we are taking about \$46 difference a night plus concessions.
- Deb asked about San Diego 2031 and if cost could be lower or if we could ask for some other concessions to offset the cost.

Paxton just stated that the 2031 wasn't on our agenda and that Steven hasn't had time to look at the concessions. That could be discussed at a later time.

With no other discussion. Paxton asked Deb to read the motion on the floor:

- Dianne motion That the Orlando Hilton/Hyatt option to host the 2028 NLC. Kevin seconded it. Yes-11 No-1. Motion passed as presented

Amy asked Steven if Tim could send out information to go on social media to help by the middle of January 2023.

Motion made to adjourn by Angie, seconded by Kevin to adjourn at 8:30 EST.

Respectfully submitted

Deb Schwager

BOT Secretary