

NBRPA Board of Directors
Conference Call
October 25, 2012
7:03 p.m. EST – 9:04 EST

I. Roll Call

Thurl Bailey
Otis Birdsong
Harvey Catchings
Bob Elliott
Steve Hayes
Johnny Newman
Marvin Roberts
Danny Schayes
Dr. George Tinsley

Other Attendees

Arnie Fielkow (CEO)
Scott Rochelle (Legal Counsel)

Absent

James Donaldson
LaRue Martin

II. Approval of August 16, 2012 and September 5, 2012 Board of Directors Meeting Minutes.

- a. A Short discussion of the minutes ensued.
- b. **Motion by George Tinsley to approve the minutes from the August 16, 2012, and September 5, 2012 Board of Directors meetings. The motion was seconded by Harvey Catchings. The motion passed unanimously.**

III. Legal (Scott Rochelle)

- a. Confidentiality Forms: Legal counsel has drafted an updated confidentiality form for all board members, non-board committee members, chapter leaders, and staff members to sign. These forms have been distributed and the staff is working closely with legal counsel to ensure that the forms are all executed and returned.
- b. By-Law Changes: A proposal to amend the by-laws was presented wherein the NBRPA would designate the President of the NBRPA as an appointed position separate from that of the Chairman of the Board of Directors. The proposal was tabled at the request of the Chief Executive Officer to allow for further discussion and will be presented at the February Board of Directors meeting.

IV. Report of Business Development Committee (Danny Schayes, Chair)

- a. Health Care Subsidy: Item was deferred in order to allow for further research into legal and tax compliance.
- b. Selling Agency: Item was deferred to the beginning of 2013; however, the national office is looking at different opportunities to strengthen revenue generation.
- c. Conference Success Speakers Programs: By focusing on the success of our members after their playing careers conclude, this program will provide opportunities for players to participate in local events, specifically capitalizing on our relationship with the NCAA. There is currently a discussion to have an opportunity for members to discuss their successes at the Big Ten Tournament and possibly the PAC 12 and ACC Tournaments. . The national office is currently exploring sponsorship and partnership opportunities.
- d. **Motion to approve the Conference Success Speakers Programs made by the committee. The motion was seconded by George Tinsley. The motion passed unanimously.**
- e. Saluting Conference Champions: The national office would like to begin working with the athletic conferences to launch a program where the NBRPA will have a presence at conference basketball tournaments. Specifically, NBRPA members will be recognized and have appearance opportunities.
- f. **Motion to approve the Saluting Conference Champions Program made by the committee. The Motion was seconded by Steve Hayes. The motion passed unanimously.**
- g. Basketball/Life Skills Clinics: This is a proposed national program where our members would participate in a series of clinics in all chapter cities that will involve basketball and a life skills component. The Urban League may potentially participate and provide the life skills component. The Boys and Girls Club is also a potential partner. This is the singular focus of the grant writer.
- h. **Motion to approve the Basketball/Life Skills Clinics made by the committee. The motion was seconded by Thurl Bailey. The motion passed unanimously.**
- i. Blue Ribbon Corporate Advisory Board: The intent of this board is to have corporate CEOs serve on an advisory board to bring expertise, contacts and business opportunities. This item was deferred for further research and discussion.

V. **Report of Membership Services and Benefits Committee (Steve Hayes, Chair)**

- a. **Membership Status:** The NBRPA currently have 560 members which is an all-time high. The staff is working diligently to build membership and will be utilizing Robo-calls and other methods to reach out to members who need to renew their membership.
- b. **DeBusschere Scholarship Eligibility:** The committee proposed that the children and grandchildren of members in good standing at the time of their death be eligible for the scholarship.
- c. **Motion to approve the eligibility of the children and grandchildren of members who are in good standing at the time of their death made by the committee. The motion was seconded by Harvey Catchings. The motion passed unanimously.**
- d. A discussion ensued regarding the inclusion of the spouses, widows, and the grandchildren of members in good standing in the eligible pool of scholarship applicants.
- e. **Motion by Steve Hayes to include spouses and widows of NBRPA members in the pool of eligible scholarship applicants. The Motion was seconded by George Tinsley. The motion passed unanimously.**
- f. A proposal was made to allow legal counsel to draft a new appeals process for the DeBusschere Scholarship.
- g. **Motion to approve an appeals process for the DeBusschere Scholarship was made by the committee. The motion was seconded by Thurl Bailey. The motion passed unanimously.**
- h. **Member Referral Program:** To serve as an incentive for members to help build our organization, a commission would be available to any member who refers another member to the NBRPA. The referring member would be entitled to a twenty (20%) percent commission on all new annual memberships and a ten (10%) percent commission on all new platinum memberships.
- i. **Motion to approve the Member Referral Program was made by the Committee. The motion was seconded by Johnny Newman. The motion passed unanimously.**
- j. **10% early payment discount:** Members who pay before December 1st will receive a 10% Discount on their annual dues.
- k. **Widow's Associations:** a discussion ensued regarding the extension of member benefits to the widows of members who have passed while in good standing. It is important to continue our support and relationships with the widows; however, more evaluation is

necessary to put together a program that is beneficial yet practical for everyone involved.

- l. Motion to approve the exploration of a Widow's Association by Steve Hayes. The motion was seconded by Danny Schayes. The motion passed unanimous.**
- m. PBI Locator: The PBI locator system is currently being utilized in a cost effective way to build a database of prospective members.
- n. BWD Health Insurance: BWD Health Insurance is a group of health insurance representatives that will provide a menu of health insurance options and examples for members. They have agreed to serve as a personal concierge service for members in each state.
- o. Got Pro Health: This is a network of holistic and chiropractic medicine that has been highly recommended by the NFL Alumni association. The services of Got Pro Health are currently available to the NBRPA membership.

VI. Report of Nominating & Corporate Governance Committee (George Tinsley, Chair)

- a. Employee Handbook: The handbook was drafted by Marvin Roberts with the assistance by the staff and legal counsel.
- b. Motion to accept the employee handbook was made by the committee. The motion was seconded by Steve Hayes. The motion passed unanimously.**
- c. 2013 Board Election Process: The election process went smoothly and saw our highest voter turnout to date.
- d. Chapter President's Retreat: The Chapter presidents will come to Chicago on November 1-2 for an informational retreat that will cover corporate governance, national programs, membership growth and many other necessary topics. In addition to the active chapters, representatives from New York and Detroit will hopefully be in attendance.
- e. New Board Retreat: On November 28 – 29 the Board of Directors will meet in Chicago for discussions on long range goals and strategies. The retreat will feature hospitality at the Chicago Bulls game provided by owner Jerry Reinsdorf. In addition to directors watching the game from an executive suite, the NBRPA will host the Lunch with Champions that will serve as a welcoming event for the entire Chicago sports community. This event will be held at Riva Restaurant at Navy Pier.

- f. Past President's Association: George Tinsley has reached out to all the past presidents and the staff will formalize the association soon.
- g. D&O Insurance – NBRPA Marketing, Inc.: The purchase of D&O insurance was approved at the August 16, 2012 Board of Directors and has been completed.

VII. Report of Finance, Audit & Compensation Committee (Marvin Roberts, Chair)

- a. 2012-2013 Accounting as it relates to new GLA: The fiscal year will now be matched with the NBA's fiscal year (October 1-September 30). NBA payments will be made on or before February 1st and August 1st.
- b. 2011 Tax filings, Audit and 990: The income tax return has been filed for the for-profit corporation. The 2011 Audit will be completed within the next 30 days.

VIII. CEO Report (Arnie Fielkow)

- a. New GLA (Arnie Fielkow/Otis Birdsong): The NBRPA and the NBA have agreed on a four year contract extension through 2016. Through this agreement, the NBRPA's rights fee funding increased by 44%. Furthermore, additional flexibility has been negotiated in order to increase the NBRPA's ability to generate revenue and adopt programming.
- b. Motion to approve the extension of the Group Licensing Agreement with the NBA made by George Tinsley. The motion was seconded by Marvin Roberts. The motion passed unanimously.**
- c. Chapter Status: There are currently nine legally established chapters. Las Vegas has finalized their paperwork and all chapter leaders will be in Chicago next week for their retreat.
- d. Icon Art: Icon Art has paid each installment to date and the remaining \$67,000 owed will be paid in full in 2012.
- e. 2012 Legends World Sports Conference: The NBRPA has received overwhelmingly positive feedback. In the future, the staff will enhance the activities for player's wives and continue to build on the successes of 2012. It is our hope that the 2013 LWSC can be held in conjunction with the NBPA meetings.
- f. 2013 All-Star Weekend: The Houston chapter has already established four events featuring two youth clinics, a golf outing, gala, and other events. More information will be available soon.

g. 2013 NBRPA Cruise: In partnership with American Travel Bureau (ATB), the NBRPA proposed a fundraising initiative in the form of a Legends Cruise on October 5, 2013 – October 13, 2013. The ATB would select approximately 8 NBRPA members to participate and provide a unique fan experience for approximately 32 guests aboard the Royal Caribbean vessel, The Oasis of the Seas. This event would be an all-expense paid opportunity for players and would include a basketball clinic, receptions, and other events with the participants.

h. Motion to approve the Legends Cruise Fundraiser was made by Otis Birdsong. The motion was seconded by Harvey Catchings.

i. 2013 NBRPA Fundraiser: (Deferred)

j. Developing relationships: Great discussions are being had with NCAA institutions and the NBA D-League.

IX. NCAA and Conference Tournaments/WNBA/D-League – See above.

X. Chairman's Report (Bob Elliott): There was no additional information to report.

XI. Old Business

XII. New Business

a. Day of week/time for Board conference calls. Bob Elliott to poll the Board Members on this topic.

b. Otis Birdsong reported that his recent meeting with Billy Hunter and Arnie Fielkow was tremendous and that Billy has agreed to speak at the Legends Brunch in Houston.

XIII. Next Meeting/Conference Call Date and Time – 12/27/12 8:00pm EST

XIV. Adjournment