

FINAL MINUTES

For public distribution

Minutes of the IBMA Board of Directors Meeting December 20, 2016 – 1:00 p.m. Central Time Teleconference

Members Present: Joe Mullins, Bree Tucker-Myers, Wayne Taylor, Regina Derzon, Stephen Mouglin, Alan Tompkins, Steve Martin, Bob Webster, Becky Buller, Mike Drudge, Jamie Deering, Denise Jarvinen, Jeremy Darrow, Ben Surratt, John Goad, William Lewis and Mike Simpson.

Members Absent: Marian Leighton Levy (excused) and Silvio Ferretti (excused).

Others Present: Paul Schiminger, IBMA Executive Director;

The meeting was called to order at 2:00 p.m. by Board Chair, Joe Mullins.

It was MOVED (Mike Drudge) and SECONDED (Becky Buller) that the minutes of the September 26-27, 2016 Board Meeting be approved. VOTE: Motion passed unanimously.

Joe Mullins stated that Holly presented a marked up version of the Articles of Incorporation and Bylaws for the Board's review over the next couple of week. Once the Board's review is completed, the Bylaws Committee will review the proposed changes and will report back to the Board over the next few months.

Ben Surratt presented the update on the Sound Engineer Award Task Force. The Task Force has begun to develop the award criteria. The main sticking point is resolving the "live" and "recorded" issue. Alison Brown is working to determine how the Grammy Awards handle the issue. The Task Force is working toward a January 15 deadline for presenting the proposal to the Board so an award can be awarded in 2017.

Paul Schiminger announced that the date for the Recording Rights Roundtable is set for January 20, 2017 in Nashville. David Crow has agreed to facilitate the discussion. It was recommended that one or more agents be invited to participate along with the 3 labels and 3 event producers who have agreed to participate. Several Board members expressed concern that artists not be put

into a position that could be awkward. It was asked whether there should be the same number of agents as labels and event producers. The plan is to try to keep the discussion smaller but to get a broad spectrum of input. Mike Drudge agreed to participate in the Roundtable discussion to represent the agent/artist perspective.

Paul Schiminger presented his report. He announced that the position of Director of Member Services being vacated by Leah James is being filled by Amy Beth Hale as of January 3, 2017. Paul also gave an update on the other two staff members (Kelly Kessler and Eddie Huffman).

Paul Schiminger also announced that slight changes to the employee benefits plans will result in financial savings.

Paul Schiminger gave an overview of the membership and database update. Additionally, a donation feature was added to the website for the Trust Fund (not Foundation). Approximately \$1700 has been raised for the Trust Fund in one month. A video has been produced by the WOB videographer (Bill Filipiak) to discuss the importance of, and promote, the Trust Fund.

Paul Schiminger announced that the audit is scheduled for early February 2017. Ben Surratt asked if there was a plan for a part-time bookkeeper. Paul Schiminger is working on this.

Mike Simpson joined the call at 2:28 p.m. (Eastern).

Paul Schiminger discussed several initiatives currently being undertaken by IBMA. A Songwriters Retreat is being planned for a community outside of Nashville. Joe Mullins asked whether the Songwriting Committee should be included on the discussions. Paul indicated that this should be done. Rick Lang has replaced Becky Buller as the Chair of the IBMA Songwriting Committee. Becky was thanked for her work. Paul is pursuing collaboration with the Ryman Auditorium/Grand Ole Opry to celebrate its 125th anniversary in 2017. The Station Inn is planning to have a monthly "IBMA Night" to benefit the organization.

Eddie Huffman (IBMA staff) joined the meeting to discuss the World of Bluegrass (2016) update. Paul announced that WOB 2016 had over 200,000 attendees listening to over 200 bands during the week. The Business conference attendance was the highest since 2009. Jeremy Darrow was thanked for his work as the Chair of the Education Committee. Showcasing feedback was positive. The breadth of music presented was appreciated. Less

positive were the Red Hat and Awards Show ticket sales.

IBMA contracted with a third-party registration contractor for help during the event. Overall the feedback was that the registration process was much smoother. There was a strong improvement on the volunteer side. William Lewis and Pinecone procured a grant to have a volunteer coordinator for the event. Appreciation was expressed to William and Pinecone. William expressed that the volunteer coordinator is interested in continuing the work.

A summary of World of Bluegrass survey results were presented by Paul Schiminger and Eddie Huffman.

Paul Schiminger reported on the negotiations with Raleigh for 2017-2020. A meeting was held in Raleigh last week in which details were discussed for future WOB. Eddie Huffman reviewed data and trends for the past few years of the WOB event. Some highlights that were pointed out by Paul and Eddie were:

The City of Raleigh has made a major commitment to make WOB its signature community event. WOB attendance has grown from 140,000 in 2013 to 208,000 in 2016. The most recent event was the most diverse audience for bluegrass ever. The 4-year economic impact to the greater Raleigh community is approximately \$35 million. Over 200 bluegrass bands have performed each of the 4 years in Raleigh. The Trust Fund donations were \$195,000 for 2013-2015. Sponsorship revenue has increased significantly and the business conference attendance was the highest since 2009. The Exhibition Hall traffic was up significantly in 2016. The Bluegrass Ramble has been a profitable addition to WOB.

William Lewis wrapped up the discussion of WOB by discussing the plans going forward and how we might create a more sustainable model and continue to establish relationships with local businesses to grow attendance and exposure.

Joe Mullins discussed a potential award proposal for a Fans Choice Award. Joe recommended the Board review the information and have a longer discussion in a March teleconference meeting. Additionally, plans are being made for an in-person Board meeting in Nashville during May or June of 2017. A poll will be sent to Board members very soon (by Regina) to determine the best days/times for these two meetings. After several minutes of discussion, the Board decided to ask the Membership Committee to pursue the proposal to add a Fans Choice Award along with other considerations to engage our Grass

Roots members.

It was MOVED by Ben Surratt and seconded by Mike Drudge that the meeting be adjourned. VOTE: Passed unanimously. The meeting was adjourned at 4:55 Central time.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Regina Warner Derzon". The signature is fluid and cursive, with a long horizontal flourish extending to the right.

Regina Warner Derzon
Secretary