

**MUSIC TEACHERS NATIONAL ASSOCIATION  
BOARD OF DIRECTORS MEETING  
Cincinnati, Ohio  
July 11-13, 2016**

**MINUTES**

**ATTENDEES**

**Present**

President Rebecca Grooms Johnson, President-elect Scott McBride Smith, Vice President Karen Thickstun, Secretary-Treasurer Sylvia Coats, Immediate Past President Kenneth Christensen, Kevin Chance (Southern Division), Sue Field (Southwest Division), Sherry Frush (South Central Division), Christopher Hahn (Northwest Division), Ginger Hwalek (Eastern Division), Beth Klingenstein (West Central Division), Christine Steiner (East Central Division), and Executive Director & CEO Gary Ingle (ex officio without vote)

**Staff Present**

COO Brian Shepard and Executive Coordinator to the CEO Diana Viltrakis

**CALL TO ORDER**

President Rebecca Grooms Johnson called the meeting to order at 1:47 p.m. on July 11, 2016.

**APPROVAL OF MINUTES**

The minutes from the April 2016 meetings of the previous board and the current board were entered into the record, the documents having been approved unanimously as submitted via email vote on April 28, 2016.

**OFFICER REPORTS**

Written reports were received from the following National Officers: President Rebecca Johnson, President-elect Scott McBride Smith, Vice President Karen Thickstun, Secretary-Treasurer Sylvia Coats, and Immediate Past President Kenneth Christensen.

Secretary-Treasurer Sylvia Coats recognized Executive Director Gary Ingle to present an overview of the May 31, 2016 financial reports. He reported assets of MTNA are \$3,910,694.44 with liabilities of \$777,390.46. Income is \$2,412,213.73 with expenses of \$2,305,472.75. The balance of the MTNA Trust account is \$893,011.07. The Foundation Fund Endowment account has assets of \$1,141,445.64 and the McHose Trust has assets of \$612,556.37. Ingle's presentation included his financial projections for the fiscal year end.

## **DIRECTOR REPORTS**

Written reports from all seven Division Directors were reviewed: Christine Steiner (East Central Division), Ginger Hwalek (Eastern Division), Christopher Hahn (Northwest Division), Sherry Frush (South Central Division), Kevin Chance (Southern Division), Sue Field (Southwest Division), and Beth Klingenstein (West Central Division).

## **EXECUTIVE DIRECTOR & CEO REPORT**

Executive Director & CEO Gary Ingle reviewed his written report as follows:

### **Federal Trade Commission**

- MTNA continues to comply with all the terms and specific actions required by the FTC Decision and Order (Consent Decree). A presentation was conducted at the Annual Meeting on April 5, 2016 that summarized our obligations under this Order and provided guidance for complying with the antitrust laws. The MTNA website continues to have links to the Code of Ethics, the FTC press release and FTC Settlement Statements. These same documents will be reprinted in the August/September issue of the AMT. All new members of MTNA received a copy of the FTC Settlement Statement. This statement was also distributed to all members during the dues renewal period.
- The Phoenix Music Teachers Association commissioned its own legal opinion regarding antitrust issues after receiving a copy of the MTNA Antitrust Compliance Guide. This attorney, a former Antitrust Chief for the Arizona Attorney General's Office, provided a comprehensive twenty-two-page analysis, opinion, and advice regarding antitrust compliance. It was an excellent document, which affirmed all of our antitrust guidelines except for competitions. This attorney came to a different, but reasonable, conclusion that the local did not have to open its competitions to nonmembers. It was the opinion of the attorney that these competitions did not provide a competitive advantage and thus did not violate antitrust law. Our guidelines take a more conservative approach due to the breadth of our membership. In some cases, a local's competition may be viewed as providing an advantage, while in other locals it does not. It is more prudent to err on the side of restrictiveness than to open to liability any of our affiliates who depend upon our guidelines.

### **Conferences and Meetings**

- The 2016 MTNA National Conference in San Antonio on April 2-6 was a success. Total head count was 2,064, the largest since the New York City conference in 2012. Pedagogy Saturday held strong with 587 participants (compared to 583 last year and 594 in 2014). The performances by Time for Three and Emanuel Ax were described by many attendees as the best ever. The Gala and the Awards Brunch continue to struggle (335 and 109 respectively). Over the years, the Gala has declined from an average of about 500, and the Brunch from an average of about 200. Finally, the Open Carry law had no effect at all on our conference. No reports were received of anyone brandishing a weapon, proving correct our decision not to impose any restrictions.

- Registration is now open for the 2016 National Group Piano and Piano Pedagogy Forum (GP3), scheduled for August 5-6, 2016, at Oberlin College in Oberlin, Ohio. This is the 9<sup>th</sup> edition of GP3. This year’s theme is “Creative Perspectives: Rethinking Teaching and Learning.” Featured presenters are Christopher Azzara (Improvisation), Jeffrey Nytech (Entrepreneurship), Jeanine Jacobson (Piano Pedagogy and Performance), and Mary Dobra-Grindahl (Dalcroze Eurhythmics).
- The 2017 National Conference in Baltimore, Maryland is now the primary focus of our attention. Brian, Tonya and I made a final site visit to Baltimore, the Marriott Waterfront Hotel, and Peabody Conservatory on May 23-24. The 2017 Conference Planning Committee, chaired by Debra Florian, met in Cincinnati on June 6-7 and selected another stellar program of sessions. Leon Fleisher and Katherine Jacobson will be the featured artists on Tuesday evening along with the comic duo team of Igudesman (violin) & Joo (piano) at the Opening Session on Saturday evening. David Cutler, author of *The Savvy Music Teacher* and *The Savvy Musician* will deliver a keynote address on business and entrepreneurial skills needed by today’s music teachers. The 2017 conference marks the 10<sup>th</sup> anniversary of the MTNA Collaborative Conference in Toronto, Ontario. The collaboration will be commemorated at this conference, at which the Canadian Federation of Music Teachers Associations will join us. The commemoration will be low-key and consist mainly of special events throughout the conference during the Opening and Closing Sessions.

**Foundation Fund**

- A new member was added to the Legacy Society. On April 11, we received word from Penny Anthopolos of Arlington, Virginia of her bequest to the MTNA Foundation Fund of \$17,500.

**International**

- An *MTNA Global Strategy* was developed to identify and establish specific, achievable strategic objectives to guide and inform our work toward accomplishing our global vision effectively, efficiently, and responsibly.
- MTNA President Rebecca Johnson, President-elect Scott McBride Smith and I have been invited to attend the German-Chinese Piano Forum in Qingdao, China on August 11-13. Our attendance furthers our global agenda through engaging the MTNA leadership with Chinese organizations and leaders and establishing relationships with Chinese teachers.
- MTNA legal counsel, Scott Gilligan, continues to pursue getting MTNA trademarked in China, an important step in our global strategy.

**Strategic Partnerships and Advocacy**

<b>Current MTNA Partnerships</b>		
<b>Organization</b>	<b>Affiliation Description</b>	<b>Written Agreement</b>
Amazon.com	.5% royalty given to MTNA on purchases made by using	no

	www.smile.amazon.com and naming MTNA as their charity of choice	
American Psychoanalyst Association	Partnership to present Pedagogy Saturday Wellness Track	no
American Speech-Language Hearing Association	MTNA promotes ASHA's Listen to Your Buds campaign to its members to prevent hearing loss	yes
Arthur J. Gallagher	Discount program on travel, prescriptions and office supplies	yes
Arts Advocacy Day	National co-sponsor of Arts Advocacy Day in Washington D.C.	no
Athletes and the Arts	Initiative focused on linking the athletic and performing arts communities through collaborative exchange and application of wellness, training and performance research and initiatives	yes
Better Practice App	Practice app with 30 day free trial for MTNA members	no
Collabra Music	60 day free trial for up to 10 students and waived the setup fee for any organizations that are affiliated of MTNA.	no
Elavon	Credit card processing service for members and affiliates at a discounted rate	yes
I.C. System, Inc.	Member benefit program to assist teachers in collecting outstanding fees	yes
JoyTunes	MTNA Certified Teacher Directory linked in JoyTunes app	no
Make Music Magazine	\$4 discount off subscription price to MTNA members	no
Musical America	10% discount off subscription price to MTNA members	no
Music Teachers Helper	10% discount off subscription price to MTNA members	no
National Piano Foundation	Partnership to present Pedagogy Saturday RMM Track and RMM Scholarship	no
Oxford University Press	Portal for MTNA members to receive discounts off certain publications	no
Performing Arts Medicine Association	To work with MTNA to promote wellness in schools of music	no

Piano Buyer	27% discount for MTNA members to advertise	no
Piano Technicians Guild	Certified Teacher Scholarships in the amount of \$1,750	no
Pizzicato	Educational theory software program discounted for educators	no
Steinway & Sons	Steinway provided Model S grand piano to MTNA for its recital room with a renewable year to year contract	yes
Steinway & Sons	Steinway to feature MTNA's Certified Teacher Directory on its new website	no
SupportMusic.com	Music advocacy	no
Woodsongs	MTNA publicizes this public radio program, free teachers resources and workshops in exchange for logo and partnership credit	no
Yamaha Corporation of America	Yamaha provided a DC3X Disklavier to MTNA for its recital room	yes
<b>Event Sponsorships</b>		
National Conference on Keyboard Pedagogy	Sponsor and MTNA Piano Competition Winners Recital and travel biannually	no
Piano Technicians Guild	Certified Teacher Reception Sponsorship in the amount of \$2,000	no
Yamaha Corporation of America	2016 GP3 Reception Sponsorship in the amount of \$2,500	
<b>MTNA Competition Sponsorships</b>		
Chopin Foundation of the United States	Prizes awarded for best Chopin performance; Junior: \$500; Senior \$1,000 scholarship	yes
Kawai America Corp	Junior Piano Competition; \$7,400	yes
Morty & Iris Manus	Elementary and Junior Composition Competitions; \$2,650	yes
James Norden	Chamber Music String First and Third Place Awards; \$4,000	yes
Steinway & Sons	Young Artist Piano Competition; \$15,000	yes
Dallas Weekley & Nancy Arganbright	Senior Piano Duet Competition: \$3,000	yes
Yamaha Corporation of America	Junior Strings/Senior Piano Competitions; \$11,900	no

- In January, Ingle was reelected as Chairman of the Board of the National Music Council for another two-year term. Following the resignation of NMC President and NAFME Executive Director Michael Butera in June, Ingle was elected to a dual role as Chairman and President. He will continue as President for the remainder of his term, relinquishing the role of Chairman when his successor is elected later this year.

### **Programs**

- The new MTNA Webinars have been enthusiastically received by our members. Five webinars have been completed. On April 22, Webinar 4, entitled “The Role of Rote Teaching in the Development of Reading, Artistry and Technique” was presented by Julie Knerr and Katherine Fisher. It had our largest audience to date: 851 registered and 496 live attendees. Webinar 5 on May 20 featured Shana Kirk and Stella Sick on the topic of “Virtual Ensembles for Practice and Performance.” Its audience was 568 registered and 248 live attendees. Overall, we are very pleased with the quality of the sessions and the number of members who take advantage of them.
- Along with the National Piano Foundation, MTNA earlier this year submitted a grant proposal to NAMM for funding of the RMM partnership and the scholarship program. In June, we were notified that the proposal was successful. The NAMM Foundation will support the continuance of the training for piano teachers by MTNA in methods for group piano instruction that advances overall enjoyment and group participation in music making along with learning music’s elements.
- The cancellation of the Eastern Division competitions in January was unprecedented in the history of the MTNA competitions. Hence, no policy existed to guide the competitions leadership through the ordeal. Since then, Linda, the Competitions Committee, and the staff discussed several ideas for dealing with cancellations in the future. Care was taken to ensure that we had covered all of the procedural, ethical and legal issues related to a cancellation. The Board and the Competitions Committee discussed the cancellation issue at their respective April meetings in San Antonio. Based on this input, a cancellation policy, supported by the Competitions Committee and staff, was developed.
- At its meeting on April 1, 2016 in San Antonio, the MTNA Board of Directors received the report of the *eFestival Task Force*. The chair, Scott McBride Smith, led the Board in a point-by-point discussion of the various issues found in the report. After thorough deliberation, the Board voted unanimously to establish the eFestival as a program of MTNA. On the basis of the task force’s recommendations and Board’s preferences, an *eFestival Business Plan* to guide our establishment and implementation of the program was constructed.

### **State and Local Affiliates**

- On June 1-4, Ingle attended the Arizona Music Teachers Association Conference in Tempe. While there, he gave a keynote address and held a Q&A session for the attendees. He also attended the state board meeting and provided insights on multiple antitrust issues including the PMTA legal opinion referred to earlier in my report. It was his 84<sup>th</sup> MTNA state conference to attend since 1997.

## **Staff and Headquarters**

- The FY 2017 Budget Planning Process began in early May with the MTNA staff making a “wish list” of necessary items, including core activities, proposed additional activities, and one-time expenditures, to be funded in the upcoming year. Along with this list, income and expenses were estimated and allocated, producing a draft budget for the consideration of the Finance Committee in early June. For a day and a half, the committee brought its collective wisdom to the budgeting process. The result was the FY 2107 Budget Proposal that is included in the July Board agenda.
- The annual audit has been scheduled for the week of August 22.
- On May 20, several officers from the Southwest District (OH) and the Northern Kentucky Local visited the MTNA headquarters. They were treated to a tour of the facilities, a reception, and a musical program featuring staff members Sandy Greeb on handbells and Brian Shepard on piano, along with Janet Lopinski playing Chopin, and Brendan Jacklin, a doctoral piano student from CCM, who performed piano pieces composed by his former roommate. Our plans are to open our facilities to local affiliates for meetings and to area teachers for their student recitals.
- The Yamaha Disklavier DC3X grand piano was delivered on May 24. A Yamaha technician set it up on June 21. Training on the use of this fine instrument will be provided at a later date. We are so pleased to have a Steinway grand and Yamaha Disklavier grand in our headquarters’ recital room.

## **Travel and Meetings**

### **May**

May 22-23, 2016	2017 Conference Site Visit	Baltimore, MD
May 24-25, 2016	Meeting with NAFME	Reston, VA

### **June**

Jun 01-04, 2016	Arizona MTA Conference	Tempe, AZ
Jun 06-07, 2016	2017 Conference Planning Committee	Cincinnati, OH
Jun 07-08, 2016	FY 2017 Budget Meetings	Cincinnati, OH
Jun 09, 2016	Membership Meeting	Cincinnati, OH
Jun 13-14, 2016	Meeting with College Music Society	Missoula, MT

### **July**

Jul 05-06, 2016	Canadian Federation MTA Board	Toronto, ON
Jul 07-09, 2016	Performing Arts Medicine Conference	New York City
Jul 11-13, 2016	MTNA Board of Directors Meeting	Cincinnati, OH

## **FORUM REPORTS**

Written reports were received from the following Forums: Arts Awareness & Advocacy (Steiner), Collaborative Performance (Chance), College Faculty (Klingenstein), Collegiate Chapters (Hahn), Independent Music Teachers (Frush), Local Associations (Field), and Wellness (Hwalek).

## **COMMITTEE REPORTS**

Written reports were received from the 2016 Collegiate Chapters Piano Pedagogy Symposium (Katherine Chandler), 2016 National Group Piano/Piano Pedagogy Forum (Lisa Zdechlik), 2017 Conference Planning Committee (Debra Florian), *AMT* Editorial Committee (James Litzelman), Composer Commissioning Program (Ann Witherspoon), e-Journal Editorial Committee (Andrew Hisey), Finance Committee (Sylvia Coats), Foundation Fund Development Committee (Brian Chung), Grants and Awards Task Force (Karen Thickstun), Membership Committee (Karen Thickstun), Nominating Committee (Kenneth Christensen), and the State Presidents Advisory Council (Nicholas Phillips).

The Board concluded at 5:02 p.m. on July 11, 2016.

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The Board reconvened at 9:02 a.m. on July 12, 2016

## **BUSINESS**

### **Presidential Appointments**

President-elect Scott McBride Smith submitted the following resolution:

**Motion and second to ratify the following appointments for the 2017-2019 biennium:**

#### **AMT Editorial Committee**

Jim Litzelman, Chair  
Erin Bennett  
Esther Fellows  
Hsing-ay Hsu  
Gail Lew  
Tom Pearsall  
Clinton Pratt  
Kevin Richmond  
Rich Shuster  
Stella Sick  
Siok Lian Tan  
Janice Wenger  
Noreen Wenjen

#### **eJournal Editorial Committee**

Linda Cockey, Chair  
Michelle Conda  
Vanessa Cornett  
John Ellis

Jody Graves  
Pam Pike  
Paola Savvidou

## **PASSED**

### **eFestival Business Plan**

At its meeting on April 1, 2016 in San Antonio, the MTNA Board of Directors received the report of the *eFestival Task Force* and voted to establish the MTNA eFestival using the *Accept'd* online system. Based on the task force's recommendations and preferences discussed by the Board at the April meeting, Executive Director & CEO Gary Ingle developed the following **eFestival Business Plan** to guide the establishment and implementation of the program:

## **MTNA eFestival Business Plan**

### **1. Executive Summary**

The MTNA eFestival is a program designed to enable music teachers and their students to experience the benefits of participation in a music festival utilizing the internet as the means for involvement. This "online" festival allows students of all ages to video record their performance of a work or a set of works, upload it and receive written comments from a skilled evaluator. The MTNA eFestival is open to all instrumentalists and vocalists.

MTNA recognizes that music teachers and their students come in all varieties and interests. Therefore, MTNA opportunities must be offered in multiple format and venues, live and digital, in order to meet the needs of the widest range of students. Although the MTNA eFestival is designed primarily for teachers and students in remote areas without access to live music festival opportunities, the MTNA eFestival may also be utilized by all music teachers as a supplement to, or as a substitute for, participation in a live music festival.

### **2. Guiding Principles**

The MTNA eFestival seeks to engage students of all ages, all skill levels and all instruments and voice in an educational experience that encourages goal setting, persistence and creativity. The written comments are made by competent, impartial adjudicators whose focus is providing positive, edifying, and encouraging statements that affirm the students' work and that motivate the students to continue their study. The eFestival is not a competition, therefore there are no rankings, scorings or repertoire restrictions. In addition to written comments, participants will receive a personalized Certificate of Participation.

### **3. Finance**

The MTNA eFestival must be financially self-sufficient. Participation fees must be sufficient to cover all program-related costs, including overhead, staffing and fair compensation for the adjudicators, as well as produce a reasonable surplus to ensure the

on-going viability of the program. Appropriate time limits on the length of the submissions will be established in order to control evaluation costs. A breakdown and formulation of the recommended fee of \$60 per participant is found in **Exhibit 1**.

#### **4. Technology**

The MTNA eFestival will use *Accept'd*, a service based in Columbus, Ohio, that handles applications for festival, conservatories, and universities across the country. This platform provides the technology necessary for students to upload their digital videos, adjudicators to view them and make comments, and the staff to send the comments and certificates to the participants. The *Accept'd* requirements and MTNA staffing and operational limitations will determine the submission guidelines, processes and procedures adopted by the program. In order to avoid conflicts with *Accept'd*'s business model, to simplify MTNA operational processes, to provide personalized certificates, and to enable a necessary and accurate reporting system of the number of students participating in the program, multiple students performing on the same segment is not possible.

#### **5. Team**

The MTNA eFestival will be implemented by an *eFestival Coordinator*, working under the general supervision of the Executive Director & CEO and the direct supervision of the COO. The eFestival Coordinator will be a volunteer staff position with a monthly honorarium/stipend associated with it. The job description is found in **Exhibit 2**.

#### **6. Marketing**

The MTNA eFestival will be marketed through the regular marketing channels of MTNA including internal and external resources such as websites, emails, magazine ads and articles, and other sources. An annual Marketing Plan will be developed by the COO, eFestival Coordinator, and the Marketing and PR Associate; and approved by the CEO.

#### **7. Operations**

The MTNA eFestival will be operated through the regular operational channels of MTNA. An Operational Plan will be developed by the Executive Coordinator to the CEO, COO, and the eFestival Coordinator; and approved by the CEO. Due to the technological nature and newness of the program, it will generate a great deal of questions, especially at the beginning. A strong Customer Support process must be established from the outset to assist with any and all issues generated by the program.

#### **8. Implementation**

The MTNA eFestival will be implemented only after all policies, processes, procedures, and staffing are in place and have been tested. The earliest roll-out date is late September 2016 following the Summit for MTNA Leadership; the latest roll-out date is late March following the MTNA national conference.

**Motion and Second that the Board of Directors approve the *MTNA eFestival Business Plan* as proposed.**

**PASSED**

**Executive Director Compensation**

By general consent, the Board went into Executive Session at 10:53 a.m. with the Executive Director not present in order to discuss the Executive Director compensation.

The President declared the Board out of Executive Session at 11:10 a.m. on July 12, 2016.

**FY 2016 Auditor Approval**

The Finance Committee reported that it had evaluated the work of MTNA auditors Clark, Schafer, Hackett & Co. It was noted that this firm has performed the audits since FY 2002 and knows the MTNA operations and software programs. In addition, the company has advised MTNA management throughout the year on various American Institute of Certified Public Accountants (AICPA) rulings and also provided timely seminars, free of charge, on pertinent operational issues.

**Motion from the Finance Committee that the Board approve the firm of Clark, Schaefer, Hackett & Co. as the auditors for FY 2016.**

**PASSED**

**Review of Financial Policies**

The Finance Committee reported that it had reviewed the current financial policies for MTNA and that no changes to the existing policies are recommended. Ingle reviewed the important aspects of the policies. After discussion, the Board made no changes.

**MTNA Global Strategy**

Executive Director Ingle presented an **MTNA Global Strategy** for the Board's consideration. He believes that the opportunities for the growth and influence of MTNA outside of America's borders are greater than ever before. Countries around the world are modernizing themselves and are looking to associations for opportunities for training, education, and networking. This is certainly true in music teaching, where countless graduates of American universities and colleges are returning to their homelands and are seeking the kind of support from MTNA they received as students and teachers in the US. Furthermore, MTNA has become the "gold standard" for music teachers around the world, whether trained in the US or not. This perception is particularly strong in China and many areas in Europe.

Ingle developed the **MTNA Global Strategy** in an effort to identify and establish specific, achievable strategic objectives to guide and inform the work of MTNA toward accomplishing its global vision effectively, efficiently, and responsibly. The strategy included the following guiding principles:

## **Guiding Principles**

In accomplishing its global vision and strategy, the following principles will guide and inform the decision-making processes:

1. Global outreach is essential to the financial well-being of MTNA. It is likely that the initial stages of the strategy will require a significant investment of “venture capital” and operate at a loss. These risks associated with the early investment phase must be managed by establishing clear time horizons, limits on the amount of the investments and adherence to the specific goals established for the venture. The ultimate goal over time is for international programs and services to produce a surplus.
2. MTNA is the “gold standard,” desired by numerous international music teachers and organizations. As such, a chief consideration is protecting the MTNA brand. Trademarks must be secured to safeguard MTNA-created products and intellectual property from plagiarism and other forms of dishonesty. The legal landscape of the country must be understood. Furthermore, MTNA’s reputation must be protected and maintained scrupulously in all global interactions.
3. Given MTNA’s commitment to the “membership model,” due diligence on whether a country might embrace a membership model is the first step. That said, the entry point into most countries, especially those in which MTNA has little or no name recognition, will be educational events and other products that promote the MTNA brand. Existing MTNA events and products will be tailored for the specific country before new products are considered.
4. Strong relationships with internal partners, both individuals and organizations, must be developed and in place from the outset. Demonstrating seriousness and sincerity is crucial to the success of an international venture. Most often this is accomplished by inviting international counterparts to attend conferences and to visit the national headquarters, and by committing top MTNA volunteers and senior management to several visits to the counterparts’ countries.
5. Different countries have different styles of doing business and will have different needs from MTNA. Understanding the business and musical culture of the country is paramount. Such issues as the pace of doing business, how disagreement is expressed, and how communication styles differ must be known and considered from the outset.
6. Stakeholder acceptance and buy-in are crucial for success. Music teaching, like everything else, is already global. So, in reality, our choice is not whether we will decide to be global, our choice is whether we decide NOT to be global. The choice is obvious. Regardless of the global imperative, some members will still find certain aspects of globalization threatening, or at least viewed as MTNA putting the interests of other countries ahead of their own. It is not beyond imagination that some may fear the leadership is taking money from Boston and giving it to Beijing, or from Charlotte to Calcutta.

As a result of its discussion, the Board amended some of the original language of the actual strategic objectives to ensure clarity and understanding of the verbiage. The final draft of the objectives is as follows:

## **Global Strategic Objectives**

- 1. To establish MTNA as the most valuable and respected music teacher association in the world.**
  - a. Secure the commitment and effort of key MTNA stakeholders in the vision to be global.
  - b. Develop a Marketing and Messaging Plan.
  - c. Promote MTNA leadership engagement with and service to international organizations and thought leaders.
  - d. Provide exceptional workshop leaders for events throughout the world.
  - e. Position MTNA and the MTNA website as the home for the global music teaching community.
  - f. Establish and maintain relationships and partnerships with other international music teacher organizations, institutions, and corporations.
- 2. To grow the international membership of MTNA.**
  - a. Identify and prioritize potential international markets for growth through research; American/Western industry interests; MTNA member contacts, experience, and impressions; and NAMM and music industry interests.
  - b. Assist in the establishment of local communities of music teachers throughout the world.
  - c. Establish a global network of music teachers for the interchange of knowledge, expertise, and experiences.
- 3. To globalize the products and services of MTNA to better serve an increasingly international music teaching community.**
  - a. Identify and tailor selected MTNA programs and services to engage global markets and audiences.
  - b. Identify and secure internal partners that open access and improve local engagement such as conservatories, leading music teachers, renowned artists, Ministry of Culture, and local arts and education groups.
  - c. Provide training opportunities to music teachers outside the United States in order to enhance and expand their pedagogical skills and abilities.

**Motion and Second to approve the *MTNA Global Strategy* as amended.**

**PASSED**

The Board recessed at 4:25 p.m. on July 12, 2016.

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The Board reconvened at 9:03 a.m. on July 13, 2016

## **FY 2017 Budget Proposal**

Secretary-Treasurer Sylvia Coats outlined the various steps and timelines in the FY 2017 budgeting process. Coats recognized Executive Director Ingle, who presented the FY 2017 Budget Proposal. The budget proposal estimates income at \$2,442,550 and operating expenses at \$2,440,500. In addition, the budget proposal requested \$17,000 for Capital Expenditures.

**Motion from the Finance Committee that the Board approve the FY 2017 budget as proposed.**

**PASSED**

### **Online Leadership Training**

Kevin Chance, Southern Division director, introduced a proposal to establish a central online presence for assisting local and state leaders with leadership training. The Board discussed potential documents that could be included in the MTNA Members Only Section to assist local and/or state association leadership. Some examples were how to prepare a budget, how to run a meeting, the basics of association administration, Robert's Rules of Order, templates for agendas, job descriptions, and budgeting. These ideas will be considered for inclusion on the new MTNA website, which is under development.

### **Collaborative Performance Track**

Director Chance also introduced a proposal to include a Collaborative Performance track during MTNA Pedagogy Saturday. He and the Collaborative Forum believe a prominent segment of the MTNA membership would be interested in additional collaborative sessions at the National Conference. The Board asked President-elect Scott McBride Smith to take this into account when planning the 2018 MTNA National Conference in Orlando, Florida.

### **Competitions Cancellation Policy**

The cancellation of the Eastern Division competitions in January was unprecedented in the history of the MTNA competitions. Hence, no policy existed to guide the competitions leadership through the ordeal. Since then, Linda Stump, the Competitions Committee, and the MTNA staff have discussed several ideas for dealing with cancellations in the future. Care was taken to ensure that all of the procedural, ethical and legal issues related to a cancellation were discussed.

The Board and the Competitions Committee discussed the cancellation issue at their respective April meetings in San Antonio. Based on this input, the following cancellation policy, supported by the Competitions Committee and staff, was developed. The policy was discussed by the Board. By general consent, the Board concurred with the policy.

### **MTNA National Competitions Cancellation Policy**

The MTNA Division and/or National Competitions may be cancelled by MTNA due to causes beyond the reasonable control of MTNA that would render the competition impossible or make conditions for the competition hazardous. Such causes shall include, but not be limited to: acts of God, weather, acts of war, riot, fire, accident, flood, terrorist act, transportation failure or delay, governmental or court ordered laws, strikes, technical failures, or other causes beyond the reasonable control of MTNA. In the event of a cancellation:

- a. All affected competition entrants will be notified immediately via email of the cancellation.
- b. The cancelled competition will not be rescheduled. Instead, the competition will become an online video event. The procedures, deadlines, and other information for participating in the online competition will be provided in the cancellation email.
- c. Entrants who desire to continue in the online competition will have the opportunity to submit a video (WMV, MOV, or MPEG) of their entire program for adjudication. This video must be uploaded to the designated site within 72 hours of the notice of cancellation. The time-stamp on the notification email will serve as the basis for the 72-hour determination.
- d. The video competition performances will be adjudicated immediately following the 72-hour submission period. The results of the adjudication will be communicated via email to all entrants within a week of the cancellation.
- e. While cancellation is highly unlikely, entrants are strongly encouraged to prepare beforehand to submit this video in order to meet the 72-hour submission deadline.
- f. No refunds of entry, teacher, and/or accompanist fees will be given for any reason, including non-participation in the online competition.

#### **2017 MTNA Achievement Award**

**Motion and second to select *The MusicLink Foundation* as the recipient of the 2017 MTNA Achievement Award.**

**PASSED**

#### **2017 MTNA Distinguished Service Award**

**Motion and second to select Benjamin Caton as the recipient of the 2017 MTNA Distinguished Service Award.**

**PASSED**

#### **ANNOUNCEMENTS**

The next meeting of the Finance Committee will be December 1, 2016 in Cincinnati, Ohio. The Board of Directors will meet December 2-3, 2016 in Cincinnati, Ohio.

#### **ADJOURNMENT**

President Johnson adjourned the meeting at 11:58 a.m. on July 13, 2016.

Respectfully submitted,

Sylvia Coats  
Secretary-Treasurer