

# **Agenda of the UNITED STATES JUDO ASSOCIATION, INC. BOARD OF DIRECTORS MEETING**

**Mr. James R. Webb, President**

April 19, 2007

6:00 pm

Marriott Dadeland Miami, Florida

Submitted by George Weers, Secretary  
gweers@insightbb.com

1 **Call To Order:**

2 President Webb called the meeting to order at 18:08 hours. The roll was called and reflected that the  
3 following members of the Board of Directors and guests were in attendance:

**James R. Webb**

Board Member and President  
Dallas, Texas

**AnnMaria De Mars, PhD**

Board Member and Vice President  
Santa Monica, California

**George Weers**

Board Member and Secretary  
Canton, Illinois

**Lowell Slaven**

Board Member and Treasurer  
Lebanon, Indiana

**Gary Goltz**

Chief Operating Officer  
Upland, California

**Virgil J. Bowles**

Board Member  
Indianapolis, Indiana

**James S. Bregman**

Board Member  
Arlington, Virginia

**Peter Contardo**

Board Member  
East Greenwich, Rhode Island

**Michelle Holtze**

Board Member  
Minnetonka, Minnesota

**James Pedro Sr.**

Board Member  
Salem, New Hampshire

**Robert Spraley**

Board Member  
Tipp City, Ohio

**Michael L. Szrejter**

Board Member  
Boynton Beach, Florida

4 **Meeting attendees:**

Eugene Fodor	George J. Sell	Andi Bongert	Rusty Kanokogi
Gary L. Monto	Frank Colonese	Karen Mackey	
Ralph Lisle	Chuck Dalessio	Neil Simon	
Edward Szrejter	Mike Dalessio	Ernest R. Smith	
Constance Halporn	Anthony Zimkowski	Charmaine Alsager	
William Andreas	Dan A. Dombrowsky	Joan Love	
Deborah Fergus	Marie Wick	Bill Montgomery	

5 **Approval of Meeting Agenda:** Directors Szrejter and Holtze expressed concerns over the agenda.  
6 On discussion they suggested that the agenda could be used and specific issues could be discussed as  
7 necessary.

8 **Review and Approval of Minutes from previous meeting of the USJA Board of**  
9 **Directors.** Directors Szrejter and Holtze expressed concerns over the meeting minutes from July 2006  
10 and requested that approval be tabled until discussion during Executive Session.

## **Officers' Reports**

**1. President's Report:** President Webb referred to his most recent letter to the USJA Membership as containing details of the current state of the organization. He reiterated the fact that the USJA remains 'in the black' financially and that our joint efforts with USJF are very promising for the future of American Judo.

President Webb also acknowledged the generous contribution of Director Mike Szrejter. Mr. Szrejter has donated \$1976.01 to endowment fund to help ensure the future of American Judo.

**2. Vice President's Report:** Vice President DeMars offered her report via a Power Point presentation. The report is included in the file 4-19-07Addenda.pdf.

**3. Secretary's Report:** Secretary Weers had no specific report to present at this meeting.

**4. Treasurer's Report:** The report from Treasurer Slaven was deferred to Executive session.

**5. Chief Operating Officers Report:** Chief Operating Officer Goltz gave his report via Power Point presentation. The report is found in the file 4-19-07Addenda.pdf.

**6. Corporate Counsel's Report:** Corporate Counsel Nakawaki's report was included in the Power Point presentation of COO Goltz.

**7. Executive Office Manager's Report:** Executive Office Manager Davis's report was included in the Power Point presentation of COO Goltz.

## **Committee Reports**

### **1. Standards and Ethics Committee; Mr. Peter Contardo, Chairperson**

Due to the need for confidentiality, Chairman Contardo's report was deferred to Executive Session.

### **2. Electronic Services Committee: Mr. John Moe, Chairperson**

Executive Office Manager Davis's report was included in the Power Point presentation of COO Goltz.

### 3. Promotion Board: Mr. Virgil Bowles, Chairperson

Promotion Committee Minutes  
United States Judo Association  
April 19, 2007  
Miami, FI

The Promotion Board Meeting was called to order by Chairperson Virgil Bowles at 12:00 noon. All Members were present and/or accounted for. Members are Vice Chairman Bob Spraley, Secretary Gary Monto, Pete Contardo, William Andreas, Jim Webb, Ernie Smith, Walt Dean, Rusty Kanokogi and George Harris.

YODAN		
MARSHALL R. COFFMAN	PASSED	
DAVID W. GUERRERO	PASSED	
JAMES M. HUNT	PASSED	
LOUIS NOGUEIRA	PASSED	
VINCENT D'INGIANNI II	PASSED	
ED W, LARSON	PASSED	
JEROME T. VESSICHIO	PASSED	
GODAN		
PAULO F. AGUSTO	FAILED	NEEDS PHOTO, NEEDS TIME IN GRADE
FRED B. BARNETT	PASSED	
SERGE D. BOUYSSOU	PASSED	
PHILLIP D. BRIER	PASSED	
WILLIAM A. IVY	PASSED	
RALPH LISLE	PASSED	
JOSEPH MAZZARIELLO	PASSED	
WAYNE MILLER	PASSED	
BRUCE BENDER	PASSED	
ROKUDAN		
MARC COHEN	FAILED	NEEDS NATIONAL LEVEL ACTIVITY, HELD AT THE REQUEST OF STANDARDS COMMITTEE
SANDERS ISHISAKA	PASSED	
MACHAEL J. NEES	PASSED	
DAVE PASSOFF	FAILED	NEEDS NATION LEVEL ACTIVITY
EIJI TERAGOUCHI	PASSED	

SHICHIDAN		
GARY GOLTZ	PASSED	
DONALD J. TYRELL	PASSED	
MIKE SZREJTER	PASSED	
HACHIDAN		
ELIE A. MORRELL	PASSED	

#### 4. USJA Women's Committee: Ms. Deborah Fergus, Chairperson

Committee: Andi Bongert, Julee Cope, Connie Halporn, Stacey Knapp,  
Destinee Tartuffe

##### USJA Women's Committee Statement

##### Vision:

To help develop, nurture and grow Women's Judo and encourage former players back to the mat to serve and help further growth of Women's Judo.

To encourage Sensei's, Coaches, Male and Female to take an active part in developing programs to recruit and maintain female players.

##### Mission:

To assist member clubs, Sensei, and Judoka and our Judo community to create programs and atmospheres to increase their numbers. To use the research compiled to date to help in this mission.

##### Strategy:

To ask for contributions from all involved in Judo. We need to be proactive and work to provide continuous development of Junior, Senior and Master Females.

##### Goals:

1. To utilize the data to date to discover and correct the reasons for the low numbers of females entering and staying with Judo.
2. To create Sensei seminars and workshops to assist in developing Women's Judo Programs in their Communities. To discuss Women's development issues and improve their Female Membership.
3. Sponsor Women's Event's such as Clinics and Competitions (Gokyu no Waza, Kata, Coaches and Referee clinics, All Women's Championship).
4. Provide some help with entrance fees, transportation and accommodation reimbursement for competition and clinics for female Judoka who are limited by their financial shortfalls.
5. To provide each member club the necessary financial resources to put their Women's Programs into effect.
6. Provide unbiased and obtainable Rank advancement. Provide advancement of female Referees , Coaches and Clinicians

There is a lack of female participation in Judo. Part of this is due to the lack of training of the trainers and lack of time effort and funds put forth to address the needs of females and why they do not stay.

##### The Need:

The needs are monetary in nature. The needs are knowledge of the, who, what, why, and where the women are and how to recruit and keep them on the mat. The need is for proper training of Instructors and Dojo Managers on Women's Issues. The need is for Women's Clinics, Seminars, Tournaments and Events specifically for women. The need is for female Coaches, Referees, Clinicians, Competitors and fair advancement of Rank.

Unless there is some effort, incentive and help to participate in the above listed events, there will always be a shortage of women.

## April 19, 2007

- ✚ Scheduling of large scale events needs to be more organized.
- ✚ Since USA Judo is not willing to be women's advocates, JA and JF need to work together and are willing to do so.
- ✚ Women's events last year:
  - Midwest-
    - All Women's Championship Kalamazoo, Michigan (Deborah Fergus)
    - Fight-Like-a-Girl Camp, Sioux City, Iowa (Karen Mackey)
    - Portage, Michigan, (Deborah Fergus)
    - Monthly workouts Deborah Fergus, throughout Michigan and Ohio
  - South
    - Women's Workouts, Louisiana (James Wall)
  - West
    - California (Destinee Tartuffe)
      - Networking and promotion of Women's Judo
- ✚ Recruit one person in each state to be an advocate on Women's issues and to coordinate networking of female competitors in that state. 10 10 10
- ✚ We want to see more female clinicians at women's events as well as co-ed events
  - Boys and Men need to see women in authoritative roles in judo, this also includes head of clubs.
    - JA Regionals—St. Paul, MN
      - Michelle Holtze
      - Ann Maria De Mars
    - Fight-like-a-girl—Temecula, CA
      - Ronda Rousey
      - Ann Maria De Mars
      - Jin Izumi
    - Clinic—Santa Rosa, CA
      - Gerry LaFon
    - Gary Goltz (4 Clinics)
      - Amy Wilson
      - Ann Maria De Mars
      - Ronda Rousey
      - Valerie Gotay
- ✚ Coaching Curriculum
  - Nothing women specific
  - Willing to add (Gerry Lafon)
- ✚ Find a way to access past and present women judoka

## 5. USJA Clinics and Camps: Mr. Gary Monto, Chairperson

Chairman Monto reminded the attendees that the camp and clinic season begins in June. He will need reports from all clinicians on conclusion of activities. Mr. Monto also stated that he would like to receive copies of clinic sanction requests from the Central Office and that the sanction form needs modification. Mr. Monto will work with the Central Office to effect necessary changes to the form.

## 6. Kata Judge Certification Committee: Mr. Gary Monto, Chairperson

Chairman Monto reported that five USJA 'A' Level Kata Judges will participate in the Pan American Championships.

1 **7. USJA Awards Committee: Dr. Ronald Allen Charles, Chairperson**

2 To: Board of Directors  
3 From: Chairman, Awards Committee  
4 Subject: Proposed State Awards  
5 Date: April 2007

6 Our committee thanks you for speedily approving our recommendations last year so that we could  
7 implement them for 2006 outstanding athletes.

8 Though Tomodachi camp, which previously offered waived tuition to honorees, will not be held this year,  
9 an Elite Technical Training Camp for two days following our USJA Junior Nationals in Indiana will be free  
10 to our State and National honorees. That adds value to our awards. We thank AnnMaria De Mars and  
11 Lowell Slaven for this gracious contribution.

12 We ask that you assist us in seeking sponsors willing to give things or discounts or services to our  
13 honorees. Anything that costs us little or nothing from our resources but that adds value to our awards is  
14 good.

15 We added some new State Hall of Fame categories. Before your approval of our recommendations last  
16 year, we issued the following State awards:

17 State outstanding junior competitor  
18 State outstanding senior competitor  
19 State outstanding senior kata player or team  
20 State outstanding junior kata player or team

21 You approved expanding these (including them below again) as follows:

22 State outstanding junior male competitor  
23 State outstanding junior female competitor  
24 State outstanding senior male competitor  
25 State outstanding senior female competitor  
26 State outstanding masters male competitor  
27 State outstanding masters female competitor  
28 State outstanding junior male kata team  
29 State outstanding junior female kata team  
30 State outstanding senior male kata team  
31 State outstanding senior female kata team  
32 State outstanding mixed kata team

33 At the time of this writing I am processing recommendations. Compared to last year this time, we report:

	2005 awards	2006 awards
States participating:	24	25
Number of honorees:	59	107
Number not selected:	10	18

34 Attached is the nearly final listing of states, players, categories, and coaches. I removed blank rows and  
35 states not participating and will post this to our Hall of Fame pretty much as you see it.

36 Soon our Office will begin printing certificates and mailing them to our latest inductees into our Hall of  
37 Fame.

38 We thank you for your continued support of our program. We encourage you to recommend players for  
39 State awards from your club late this year or early next, before the March 31, 2008 deadline, for 2007  
40 awards. Anticipating your participation, I have attached the recommendation form and letter explaining  
41 the program.

42 Respectfully submitted,  
43 Ronald Allan Charles

1 **8. Publications Committee: Ms. Constance Halporn, Chairperson**

2 To: United States Judo Association  
3 From: Constance H. Halporn  
4 Re: Publications  
5 Date: 4/16/07  
6

7 The USJA is the official distributor of Koka Kids in the United States, It is a glossy, fun magazine directed  
8 at young people in Judo.

9 To visit the official Koka Kids web site with information on the magazine and games for juniors go to  
10 <http://www.kokakids.co.uk/>

11 **THE INITIAL PURCHASE:**

12 500 copies each of the next two issues at \$4.00 per issue. We will be selling them at \$ 5.00 per issue. We  
13 have an opportunity for two pages of content in each issue.

14 American Judo magazine:

15 Our current format of a PDF on-line allows us flexibility on size. If we want a longer issue we can do that.  
16 Going to a print version would limit that.

17 (perhaps a good thing)

18 If we were to publish a 28 page magazine (includes cover) It would cost us \$ 8006.25 for 3,000 copies,  
19 without mailing-\$2.67 per issue. Bulk mailing adds another \$1, 375.00 making it \$8908.75 or 2.97 per  
20 issue. Keep in mind that postal rates will be going up May 14, 2007 and will add to the cost.

21 We need to process a check for Ms. Martha Helmers for this year's four issues. It is still \$400.00 for the  
22 four issues.

23 We discussed merchandising at the US Open. I am still unclear as to what the Board would like to  
24 Purchase — Banners were suggested, but the follow up got lost by me.

25 I would appreciate getting a list of items to be priced out. One thing I might suggest is a flash drive  
26 imprinted with the USJA logo.

27 Respectfully submitted,  
28 Constance H. Halporn

29 A motion was presented by Vice President DeMars and seconded by Director Holtze to  
30 approve \$400 to be presented as an honorarium to the volunteer editor of American  
31 Judo Magazine. Upon call members of the Board voted unanimously in the affirmative  
32 and the Chairman declared the motion carried.

33 **9. Development Committee: Dr. AnnMaria DeMars, Chairperson**

34 The Development report was included in the Power Point presentation of Dr. DeMars. The report is  
35 included in the file 4-19-07Addenda.pdf.

36 **10. Referee Certification Committee: Mr. Rick Celotto, Chairperson**

37 Chairman Celotto's report was presented via PDF file. The report is included in the file 4-19-  
38 07Addenda.pdf.



## **11. Collegiate Judo: Mr. Tom Crone, Chairperson**

**4/14/07**

### **Collegiate Brochure**

A PDF brochure for use either as an e-brochure or as hard copy was suggested by committee member Constance Halporn. She volunteered to work with someone who would write it, and Connie would edit and create the final document. Although we had two individuals who volunteered to do the initial concept and writing, both were unable to complete their tasks and the project is presently dormant. We intend to pursue this further in the immediate future.

### **Collegiate Directory**

Three years ago, information was requested as to existing club and curriculum collegiate programs. There was response from some thirty various programs, although some of the more well-known collegiate programs did not reply.

In an effort to keep the information base current, the Chair requested via the unofficial newsletter that someone might volunteer to act in an administrative capacity, soliciting both new information and updates on current programs on a regular basis (*i.e.* every six months or early in each semester). None of the current committee members were able to facilitate this, and nobody came forward to volunteer to assist from the general population. (See "Intended Agenda", Item 3 below.)

### **Independent Committee Chair Research**

In a general judo development endeavor, I contacted Kathryn Dailey, Director of Operations for the National Soccer Hall of Fame. I was put in touch with Len Oliver, Director of Coaching, DC Stoddert Soccer VYSA State Staff, coach, and National Soccer Hall of Fame member (1996). The purpose was to discover if there were any functional development parallel between the two sports. The potential for such was based on the possibility that since both share top ratings in participation, worldwide, and since soccer has gained such overwhelming popularity in the U.S., some helpful ideas might surface.

Mr. Oliver was very helpful and forthcoming. The dialogue is still in progress. However, at this time the hoped for development insights are not emerging, and the parallel seems to have only the singular international popularity in common. It seems that the differences between the two sports might indeed account for the popularity in this country of one, as well as the lack of popularity of the other.

Most assuredly, soccer's popularity begins at an early age, and this goes to a more general grass roots development plan than a collegiate one. I will be happy to report further information and clarify more details in the future.

### **State of Collegiate Judo at Present**

It seems that most collegiate judo programs are fairly self-sustaining. Although some programs have credit classes, which in turn brings some students into an existing collegiate club or area dojo, most colleges do not offer these programs. We have some few sample curriculums which we have received from various schools, should someone need them as guidelines for curriculum development of existing or proposed credit classes. NOTE: Dave Wertheimer, myself, and others have forwarded this and other related information to AnnMaria DeMars.

Although the number of college students participating in the Collegiate Nationals may have declined, this does not necessarily mean that fewer people are engaged in collegiate judo. It could simply mean that fewer of them have the time, finances or financial aid, or even perhaps shiai inclination. Although endeavoring to get judo classes to be part of the required course curriculum for individuals getting degree in Physical Education and / or Kinesiology and related majors and minors might be a valuable idea, achieving that status for a course, as well as determining who would be qualified in the eyes of the academic institution is a major challenge.

I have personally discussed this with the Administrative Director of the department for which I work at the University of Minnesota. The U of M would not be likely to create a required course of that nature to be taught by an individual who was not on the regularly employed teaching staff.

College judo seems to be self-sustaining, too. Since most clubs are student run, and because college students have many obligations, interests, and also tend to be temporary, with four and perhaps five year maximum duration, only those with an outside coach or permanent sensei (who usually asks the students

to do their own administrative tasks), only a few college programs have reliable conduits for inputting or gaining information.

None of this is to say that the current state of collegiate judo is negative. This is a personal assessment; however, what is at issue is whether a committee on the matter has or will in the future have much impact on collegiate judo beyond what is the status quo.

#### **Recommendation #1**

Offered as a consideration: It is altogether possible that the best way to service the collegiate judo program would be to have a "Secretary of Collegiate Judo" rather than a committee. The job of a Committee Chair is to administrate and assist with facilitation of the projects on which the committee is working. A Secretary of Collegiate Judo could take on projects in total, if need be, or utilize the services of one or several people on a project only basis, or form temporary committees for certain tasks. Although the changes are minimal, this would allow the Secretary to have individuals working on an "as needed" basis, and putting their energies into projects for which they have a special interest or talent; this is in contrast to having perpetual committee members who are sometimes not suited to or interested in the projects at hand. I would be willing to take this position if the change were made.

#### **Recommendation #2**

Our Collegiate Committee web page has added a link to the NCJA (National Collegiate Judo Association). This addition was done without the recommendation of myself or the committee. Individuals making that link might be of the assumption that this is a USJA affiliated organization, which it is not. I recommend that this be clarified on the web page, or that the link be removed.

#### **Recommendation #3**

Although the Collegiate Committee was temporarily operating under the auspices of the larger Development Committee, and as this was a non-official designation, I believe the Collegiate Committee should return to its original operating mandate and independent status, working in concert with other committees as is from time to time mutually beneficial.

#### **2007-08 intended Agenda**

During the next few months I will endeavor to accomplish the following goals:

1. Clarify the role and responsibilities of the current committee membership.
2. Add active committee members to the committee.
3. Reach out to all coaches and sensei involved in collegiate judo and endeavor to get contact information from them which will
  - a. Update our previous contact list
  - b. Increase the size of the contact list
4. Find someone who will take on the Information List management duties for the committee.
5. Investigate the potential likelihood and value of a quarterly collegiate report, which would consist of and be dependent upon input from the collegiate judo membership on various news, events and opportunities.

I will submit timely reports on these activities to the current president.

I respectfully submit this report, and I want to thank the members of the Board for their contributions and efforts on behalf of the USJA and to judo.

Your in judo,

*Tom Crone*

Collegiate Judo Development  
Committee Chair

## **12. Coaching Committee: Mr. James Pedro, Sr., Chairperson**

Mr. Pedro reported the following topics

- a) Donation of Coach Badges is being arranged through Zebra Mats.
- b) USJA and USJF cooperation in developing comprehensive Coaching standards is progressing very well.
- c) Due to military obligations Mr. Peter Mantel has found it necessary to resign as Chairman of the Coaching Certification Committee. Mr. Pedro will be assuming the responsibilities and duties vacated by Mr. Mantel's departure.
- d) A brief outline of the restructuring of
  - a. Clinic structure
  - b. Clinic materials
  - c. Coach Certification Standards
- e) Mr. Pedro requested a list of Coach Certification Course Instructors. Mr. Weers will provide the requested data.

## **13. Jujitsu Committee: Mr. Kenneth Nazemetz, Chairperson**

Mr. Eugene Fodor, reporting for the Jujitsu Committee, informed the Board that Committee is making good progress. Testing standards are projected for completion in June, 2007 and Master Examiner criteria have been established.

**14. Military Committee: Mr. Peter C. Mantel, Chairperson** – No report was presented for this meeting.

## **15. Technical Official Committee: Mr. Jeff Miller, Chairperson**

I write this letter to you to give you my report on the USJA Technical Officials Committee and to submit my resignation as the Chair of the USJA Technical Officials Committee.

The Technical Officials program continues to be a steady success. The level 1 and level 2 programs are well established, and it was decided that the proposed level 3 program, Tournament Coordinator, would be better placed either under the Tournament committee or done in conjunction with same. However, it is definitely time for new blood in this program.

As you may know, Terry Chambers retired from the committee (and from Judo) late last year. In addition to the great loss to the USJA Technical Officials Program (Terry's work ethic, organizational skills and dedication to the Technical Officials Committee were incredible), Terry was also the president of our state Judo association, the LJCI, and a senior member of our Judo club. I have been trying to fill in for those gaps in all of these areas, but have not done an adequate job at either the LJCI or the USJA T.O. Committee by trying to split my time. I was hopeful that when new officers were elected to the LJCI, I would be able to refocus on the Tech. Official Committee. Last weekend, the LJCI elected new officers, and I was installed as President.

Notwithstanding my new commitment to the LJCI, I feel it is time for a change in leadership of the committee. Our original committee of myself, Edie Connelly and Terry Chambers were able to start this program from ground zero, but it needs a fresh perspective to keep it growing.

Of course, you are free to make up and appoint the committee as you choose, but I would offer the following recommendations, in alphabetical order only, for new potential chairs:

Charles Schweizer of New York and James Wall of Louisiana.

Both of these individuals are hard working, motivated and great supporters of the technical officials program. I would strongly suggest that both of them be placed upon the committee, and each of them has unique skills and positions that would benefit them as leaders of this organization.

1 My final suggestion would be to bring in at least one more person from outside the current makeup, to  
2 help direct it in new ways.

3 I will forward my technical official materials, including saved website information and pending  
4 applications, to whomever you direct. If you would prefer, I can forward them to the USJA, but it would  
5 probably be better to send them to the new Chair or his/her designate.

6 It has been an honor and a privilege to serve as the Chair of the USJA Technical Officials Committee,  
7 and to work with the Board, the Committee Members and all of the Technical Officials and Supervisors.  
8 Although I doubt I will be able to take any leadership positions with the USJA for the next year, I will  
9 happily assist your new Technical Officials Committee, or any other committee or individual, in any way  
10 that I can. Feel free to contact me by e-mail, or at the number listed below.

11 Thank you,

12 Jeff Miller  
13 Acadian Martial Arts  
14 107 Mimosa Place  
15 Lafayette, LA 70506  
16 337-303-2096  
17 jefmlrjudo@yahoo.com  
18 www.acadianjudo.com

19 A motion was presented by Director Slaven and seconded by Director Contardo to  
20 place the Technical Officials Committee under the auspices of the Tournament  
21 Committee. Upon call members of the Board voted unanimously in the affirmative and  
22 the Chairman declared the motion carried.

### 23 **15. Rank Examiner Program: Mr. Charles Robinson, Chairperson**

24 President James R. Webb and Members of the United States Judo Association  
25 Board of Directors: As I am not able to attend the April Board of Directors meeting, As Chairperson of the  
26 Judo Examiner Committee, I respectfully submit this written report.

27 At the April 2006 Board of Directors meeting in Houston Texas an amended Motion, in reference to Non-  
28 activity by Examiners, was approved. As approved, the Motion stated that do to non-performance for a  
29 period of two years an Examiner would lose any promotion points gained as an Examiner, and his or her  
30 Certification.

31 The activity history of all Master Examiners for the years 2005 and 2006 is on record. As of January  
32 1,2007 an implement to record the activities of all Examiners is activated at the Central Office and  
33 Examiner Activities at every level are being recorded.

34 It is my opinion that by starting at the highest level of examiners the greatest effect will be realized. The  
35 Master Examiner is supposed to be our greatest asset the most knowledgeable, most active in clinics,  
36 testing, certifying, assisting, sharing, and promoting judo. The facts are the opposite. In the years 2005  
37 and 2006 only slightly over 24% of the registered Master Examiners recorded even one (1) activity, yet  
38 one hundred and ten (110) Master Examiners were Certified and received Promotion Points for their  
39 Examiner Level.

40 At this date there are over 300 Examiners in the United States Judo Association.

41 The United States Judo Association continues to lose thousands of dollars every year, due to the lack of  
42 use of the SANCTION PROGRAM. If every examiner would sanction one (1) event per year the income  
43 would exceed \$4500. The added coverage provided for \$15.00, can be a valuable asset and a necessity  
44 in the location of some activities. There is really no reason not to sanction many of the usual activities of a  
45 club, joint club work outs, clinics , promotion testing, local demonstrations, fund raisers, camps,  
46 tournaments, etc, etc etc.....

47 Respectfully submitted:

48 Charles R. Robinson

49 Chairperson Judo Examiner Committee

A motion was presented by Director Szejter and seconded by Director Holtze to approve reports as presented by Officers and Chairpersons. Upon call members of the Board voted unanimously in the affirmative and the Chairman declared the motion carried.

## E. Old Business:

### 1) Interim Actions of the USJA Board of Directors

The following actions were taken by the USJA Board of Directors. Full details of each action is included in the files entitled 4-19-07Addenda.pdf..

1. Purchase of Koka Kids Magazines for Distribution
2. Approval of USJA National Awards

### 2) Review and Approval of USJA 2007 Budget (see file 4-19-07Addenda.pdf)

A motion was presented by Director DeMars and seconded by Director Holtze to approve the 2007 USJA Budget as presented. Upon call members of the Board voted unanimously in the affirmative and the Chairman declared the motion carried.

### 3) Status of Election Committee Appointment; President Webb

President Webb nominated Mr. Carl Hayes as Chairman of the Election Committee. Dr. DeMars recommended that Dr. Martin Bregman be invited to participate on the Committee as well. President Webb stated that he would contact Dr. Bregman and invite him to do so.

A motion was presented by Director Szejter and seconded by Director Bowles to approve the appointment of Mr. Hayes as Chairman of the Election Committee. Upon call the majority voted in favor of the motion (as indicated below) and the Chairman declared the motion carried.

	Yes	No	Abs		Yes	No	Abs		Yes	No	Abs
Jim Webb	√			AnnMaria DeMars		√		George Weers		√	
Lowell Slaven		√		Virgil Bowles	√			James Pedro		√	
Peter Contardo	√			Michelle Holtze	√			James Bregman		√	
Robert Spraley	√			Mike Szejter	√						

### 3) Promotion of Bonnie Korte, Noriyasu Kudo, and James S. Bregman to the judo rank of Hachidan.

During discussion the Chairman of the Promotion Board stated that all documentation had not been received on the candidates. Director Szejter moved that the motion be tabled until the Promotion Board has reviewed documentation. The motion was seconded by Director Contardo. On call of the question the majority voted to table the motion. Dr. DeMars requested that the minutes reflect her negative gastronomic reaction to the concept of placing bureaucracy before recognition of the outstanding contribution of these candidates.

	Yes	No	Abs		Yes	No	Abs		Yes	No	Abs
Jim Webb	√			AnnMaria DeMars		√		George Weers		√	
Lowell Slaven		√		Virgil Bowles	√			James Pedro		√	
Peter Contardo	√			Michelle Holtze	√			James Bregman		√	
Robert Spraley	√			Mike Szejter	√						

#### 4) USJA National Awards

Dear Board,

Best New Year and judo greetings! Our Awards Committee recommends the following USJA members for 2006 National Awards and induction into our Hall of Fame. We respectfully ask your blessing on this matter.

##### 2006 USJA National Awards

Outstanding Male Competitor Adler Volmar  
Outstanding Female Competitor Alexa Liddie  
Outstanding Male Masters Competitor Randy Pierce  
Outstanding Female Masters Competitor Amy Wilson  
Outstanding Life Member Contributor Dr. James M. Lally  
Outstanding Kata Competitors Brian Hightower  
Coach of the Year Terry Kelly

If in the next few days I do not receive comments to the contrary, we will proceed with engraving plaques to present to these honorees.

I have received recommendations from five states for our 2006 Outstanding State Competitor awards. I welcome yours too. The deadline for recommending players for State awards is March 31, and a couple weeks after that I will share with y'all the names of finalists for your approval before we post them to our Hall of Fame.

Yours in service to USJA,  
Ronald Allan Charles, Chairman  
Awards Committee

Votes for approval of the Nationals Awards Nominees were as follows.

	Yes	No	Abs		Yes	No	Abs		Yes	No	Abs
Jim Webb			√	AnnMaria DeMars	√			George Weers	√		
Lowell Slaven	√			Virgil Bowles			√	James Pedro	√		
Peter Contardo	√			Michelle Holtze			√	James Bregman	√		
Robert Spraley			√	Mike Szejter			√				

#### 5) Review of, proposed, email voting procedure

##### USJA Board of Directors Electronic Mail Communication and Voting Protocol, Policies and Procedures

- 1) Distribution lists of electronic mail traffic, which addresses business of the corporation, should be restricted to members of the Board and personnel with specific need to participate in such electronic mail traffic.
- 2) All electronic mail traffic between members the USJA Board of Directors and personnel with specific need to participate in such electronic mail traffic shall be considered as confidential unless specifically stated to the contrary in the subject line and/or body of the message.
- 3) Headers / Subject Lines
  - a. Where electronic mail traffic addresses motions before the Board;
    - i. Motions; should include the header/subject line – MOTION
    - ii. Seconds; to a motion should include the header/subject line – SECOND
    - iii. Discussion; should include the header/subject line – DISCUSSION

- 1           b. When a subject thread changes members should take care to change the header/subject  
2 line to indicate the change of subject.

3       4) Addressing motions before the Board via electronic mail:

4           a. Submission of Motions;

- 5               i. When submitting motions for the consideration of the USJA Board of Directors;  
6 the motion shall be sent to the President and Secretary of the USJA, all members  
7 of the Board should be included in the distribution list.  
8               ii. When seconding a motion before the USJA Board of Directors; the second shall  
9 be sent to the President and Secretary of the USJA, all members of the Board  
10 should be included in the distribution list.

11          b. Discussion of Motions;

- 12               i. Discussion of motions should not begin until a valid second has been received on  
13 the motion.  
14               ii. Where a motion does not receive a 'second' within seven (7) business days the  
15 motion shall not be considered by the USJA Board of Directors.  
16               iii. Discussion of a motion shall commence upon receipt of a valid 'second' to the  
17 motion.  
18               iv. Discussion of the motion shall continue until the second successive Monday after  
19 receipt of a valid second.

20          c. Voting on motions before the USJA of Directors via electronic mail.

- 21               i. Voting, for a motion brought before the USJA Board of Directors via electronic  
22 mail, shall commence on the second successive Monday after commencement of  
23 discussion.  
24               ii. It shall be the responsibility of the Secretary to notify the President and Board of  
25 the expiry of the discussion period.  
26               iii. Votes shall be submitted to the President and Secretary of the USJA, all  
27 members of the Board should be included in the distribution list.  
28               iv. Voting, for a motion brought before the USJA Board of Directors via electronic  
29 mail, shall terminate at close of business on the second successive Monday after  
30 commencement of voting.  
31               v. Board members who have not voted during the allotted time period shall be  
32 considered to have abstained from the vote.

33          d. It shall be the responsibility of the Secretary of the USJA Board of Directors to insure that  
34 all members of the Board remaining fully apprised of each motion and the status thereof  
35 throughout the process of addressing each motion.

36          e. The Secretary shall include all motions and the results thereof in the minutes of the next  
37 schedule meeting of the USJA Board of Directors. The Secretary may, at the direction of  
38 the President, publish any motion and the results thereof at the earliest convenience in  
39 any public form available.

40 A motion was presented by Director Szejter and seconded by Director Holtze to table the Email  
41 Procedure pending edits as discussed by the Board. Upon call members of the Board voted unanimously  
42 in the affirmative and the Chairman declared the motion carried. Secretary Weers will perform edits and  
43 present the procedure at the next meeting.

## **F. New Business:**

### **1) Honorary Black Belt Status; Mr. Marc Cohen**

Mature and recognized institutions of learning and service honor those individuals who have shown great humanity, foresight, and a great body of work. Most notably, universities, colleges and confer an honorary Doctor of Letters to worthy individuals.

It is with this thinking in mind, that I nominate America's first preeminent student of Judo, Theodore Roosevelt to the rank of Honorary Black Belt (at the rank of Hachidan). Since he earned his brown belt in the early part of the 20<sup>th</sup> century, over a hundred years ago, he has sufficient time in grade for his Yudansha rank. His Japanese instructor, Yoshiaki (Yoshitsugu) Yamashita, remarked on at least one occasion that the President was an "excellent student of Judo". Roosevelt studied five days a week and became very proficient before injuring himself during practice. The injury and needs of governing the Nation is all that stopped the President from obtaining further study in order to earn his Shodan.

The United States Judo Association should grant President Theodore Roosevelt an honorary Black Belt in recognition of his accomplishments in Judo and his affecting the spread of Judo in the early 20<sup>th</sup> century to Harvard University, the U.S. Naval Academy and Columbia University.

The Roosevelt Society is aware of this pending honor and has agreed, if conferred, to accept the document at Sagamore Hill on Long Island, New York with appropriate media coverage.

Respectfully submitted,

Marc Cohen

LM 1760

A motion was presented by Secretary Weers and seconded by Vice President DeMars to approve proposal of Honorary Black Belt Status as presented. Upon call members of the Board voted unanimously in the affirmative and the Chairman declared the motion carried.

### **2) Proposal to offer PAL Award; Robert Spraley**

I would suggest that a trophy or plaque awarded at the next USJA Junior nationals to the PAL club with the most wins would be very inexpensive way to show support for the USJA PAL program. Any other criteria would be acceptable to me. The show of support is what's important.

Director Spraley's motion to offer a PAL award was seconded by Director Szrejter. Upon call members of the Board voted unanimously in the affirmative and the Chairman declared the motion carried.

### **3) Summer Special Membership Drive**

A motion was presented by Director Contardo and seconded by Director Slaven that, for period of May 31, 2007 through September 30, 2007, the cost of new USJA membership be set at \$25. Upon call for the question Board members responded unanimously in the affirmative and the Chairman declared the motion carried.

### **4) Future meetings of the USJA Board of Directors:**

After discussion President Webb scheduled the remaining 2007 meetings of the USJA Board of Directors for July 6, 2pm, at the USJA Junior Nationals Championships and November 30 at 2pm at the USJA Senior National Championships.



1 **G. Executive Session:** At 20:15 hours the Board entered Executive Session to discuss  
2 matters and subjects of confidential nature.

3 **H. Adjournment:** At 21:00 hours, there being no further business before the USJA Board of Directors  
4 Director Contardo moved to adjourn the open meeting. The motion was seconded by Director Szrejter.  
5 Upon call all Directors responded in the affirmative and the Chairman declared the meeting adjourned.

# Interim Actions

## Koka Kids Magazine

A motion was presented by Director Holtze and seconded by Director DeMars that The Usja Board of Directors purchase 400 copies of the upcoming issue of Koka Kids magazine to be sold to top twenty JA clubs and disperse the remaining issues to first time JA members with an additional proposal to looking at a longer term relationship with Koka Kids so that USJA is the US dominant feature in an international kids judo publication. Upon call members of the Board voted as indicated below and the Chairman declared the motion carried.

	Yes	No	Abs		Yes	No	Abs		Yes	No	Abs
Jim Webb			√	AnnMaria DeMars	√			George Weers	√		
Lowell Slaven	√			Virgil Bowles			√	James Pedro	√		
Peter Contardo			√	Michelle Holtze	√			James Bregman	√		
Robert Spraley			√	Mike Szejter			√				

## USJA National Awards

Dear Board,

Best New Year and judo greetings! Our Awards Committee recommends the following USJA members for 2006 National Awards and induction into our Hall of Fame. We respectfully ask your blessing on this matter.

### 2006 USJA National Awards

Outstanding Male Competitor Adler Volmar  
 Outstanding Female Competitor Alexa Liddie  
 Outstanding Male Masters Competitor Randy Pierce  
 Outstanding Female Masters Competitor Amy Wilson  
 Outstanding Life Member Contributor Dr. James M. Lally  
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I have received recommendations from five states for our 2006 Outstanding State Competitor awards. I welcome yours too. The deadline for recommending players for State awards is March 31, and a couple weeks after that I will share with y'all the names of finalists for your approval before we post them to our Hall of Fame.

Yours in service to USJA,  
 Ronald Allan Charles, Chairman  
 Awards Committee

Votes for approval of the Nationals Awards Nominees were as follows.

	Yes	No	Abs		Yes	No	Abs		Yes	No	Abs
Jim Webb			√	AnnMaria DeMars	√			George Weers	√		
Lowell Slaven	√			Virgil Bowles			√	James Pedro	√		
Peter Contardo	√			Michelle Holtze			√	James Bregman	√		
Robert Spraley			√	Mike Szejter			√				

# United States Judo Association 2007 Budget

## REVENUE

	Budget 2007
Belts	\$1,500
Books	\$2,000
Tech. Official Cert.	\$25
Clothing	\$10
Donations	\$200
Donations -	
Endowment Fund	\$2,000
Donations - Grass	
Roots Dev	\$500
Interest Income	\$200
Judo Coach / Kata	
Cert.	\$5,000
Judo Pins / Banners	\$700
Judo Promotions	\$52,000
Judo Rank Exam. Cert.	
	\$1,500
Judo Referee Cert.	\$250
Judogis	\$15,000
Jujitsu Manuals	\$2,500
Life Membership -	
Sustaining	\$70,000
Life Membership	\$50,000
Luggage Tags	\$25
Martial Arts Services	\$7,000
Melaleuca	\$75
Membership	\$214,000
M/ship Card/Cert	
Replacement	\$250
Other Income	
Patches	\$1,800
Portrait of Jigaro Kano	
	\$100
Posters	\$1,300
Rank Materials	\$12,000
Sanctions	\$2,000
Shipping / Handling	\$6,000
Stickers/Decals/Cert.	\$400
USJA Junior & Senior	
Nationals	\$3,000
USJA-MBNA	
MasterCard Comm.	\$800
Videos	\$1,800
Zebra Mats	\$3,000
<b>TOTAL REVENUE</b>	<b>\$456,935</b>

## **COST OF SALES**

Belts	\$600
Books	\$2,000
Judogis	\$15,000
Melaleuca	
Packing/Shipping	\$6,000
Patches	\$5,000
Rank Materials	\$5,200
Videos	\$500

## **OPERATING EXPENSES**

Accounting	\$3,000
Advertising	\$1,200
Awards	\$1,000
Bank Charges	\$300
Computer	
Supplies/Maint./Softw are	\$15,000
Contract Labor	
Credit Card Fees	\$13,000
Depreciation	\$3,000
Donations	
Dues - Class A USJI	\$1,500
Equipment - Lease	\$15,000
Grass Roots Dev	
Expenses	\$1,200
Insurance - Property	\$2,000
Insurance - Health	\$23,000
Insurance Members 06- 07	\$52,000
Insurance Members 07- 08	\$55,000
Insurance - Workers Comp	\$3,000
License/Fees	\$700
Office Supplies	\$7,000
Payroll	\$167,000
Payroll Taxes	\$22,000
Pension Expense	\$600
Postage	\$17,000
Printing - Outsourced	\$20,000
Property Taxes	\$150
Rent - 21 N. Union Blvd	\$15,566
Repair/Maint. - 21 N. Union	\$2,600

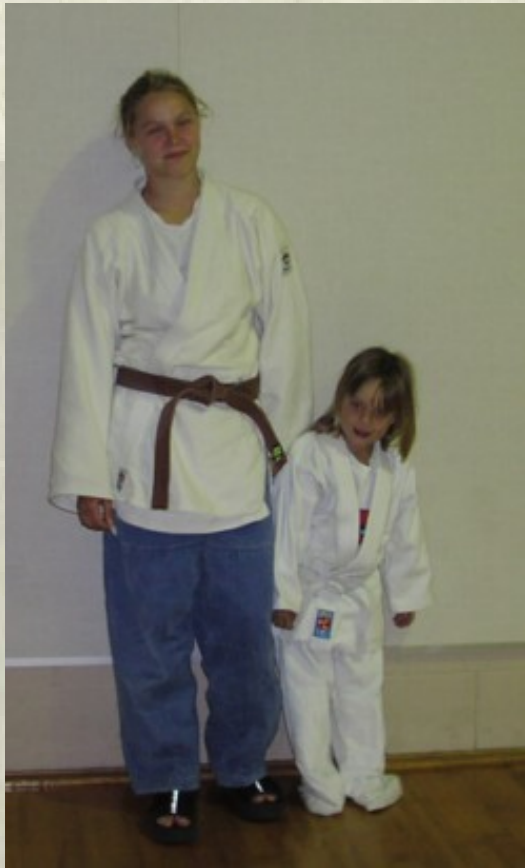
Repair/Maint. - Equip.	\$250
Telephone/Fax/DSL	\$8,500
Travel - President	\$3,000
Travel - Staff	\$2,500
<b>TOTAL EXPENSES</b>	<b>\$456,056</b>

The background of the slide features a textured, light beige paper-like surface. In the upper right, there is a faint, stylized illustration of a mountain range. On the right side, a dark, thin branch of a willow tree hangs down, adorned with numerous small, dark, round buds or leaves.

# *USJA Development*

AnnMaria De Mars, Ph.D.  
with great assistance from the  
development committee

# WHY?



- ❖ Any organization should ask itself “Why” five times

Collins & Lazier

## *Our Goal*

- ❖ Is to grow judo - why?
- ❖ Because it benefits our communities -why?
- ❖ Because it builds healthier children, better adults, values, discipline - why?
- ❖ Because we have good instructors teaching good judo - why?
- ❖ Because we provide them the support to do so



The background of the slide is a textured, light beige surface resembling handmade paper. On the right side, there is a faint, dark illustration of a mountain peak and a willow tree with drooping branches. The title is centered in the upper half of the slide.

## *Radical Idea #1*

Our focus is not necessarily to have 100,000 members. It is to have 100,000 people doing judo.

We can have a financial base through donations, events or sponsors.

## *Radical idea #2*

If a club with 25 members hosts a clinic,  
it is attended by 40 people, and the club donates \$250 to the USJA that is financially a benefit as much as them signing up another 20 members or so, plus we got a clinic!

# *Many people belong to NO judo organization*

Their university or community center provides insurance and they do not compete.

What can we offer besides insurance?



## *Services offered by development*

1. Clinics for athletes
2. Judo camps
3. Scholarships for camps or clinics
4. Monthly electronic newsletter
5. Resource CD
6. On-line resources such as podcasts and a judo forum, thanks to strong USJA supporters

# *First Quarter Events*

- ❖ Grass Roots clinics in southern Cal
- ❖ Clinic in Minnesota
- ❖ Clinic in Connecticut
- ❖ Instructors' clinic in southern Cal
- ❖ Clinic in northern Cal





# *Second Quarter Events*

- ❖ Mayo Quanchi camp
- ❖ Ogasawara clinic
- ❖ Junior Nationals Camp
- ❖ Scholarships for Camp Bushido
- ❖ Scholarships for Westchester camp
- ❖ Clinic in Rhode Island
- ❖ Clinic in Texas
- ❖ Clinic in Pennsylvania

Kudos to Joan Love, RC coordinator



# *Collaborative Activities*

- ❖ USJA-sponsored team to Wales training camp
- ❖ All-women's tournament and coaches' clinic
- ❖ Golden State Camp
- ❖ USJA Coach Summit
- ❖ Fight Like a Girl Camps



## *Coaching clinics*

- ❖ Held in first quarter in California, New York, Connecticut, Massachusetts and Minnesota, organized by the coaching committee
- ❖ Scheduled in second quarter in Louisiana, Indiana, South Carolina, Rhode Island and California

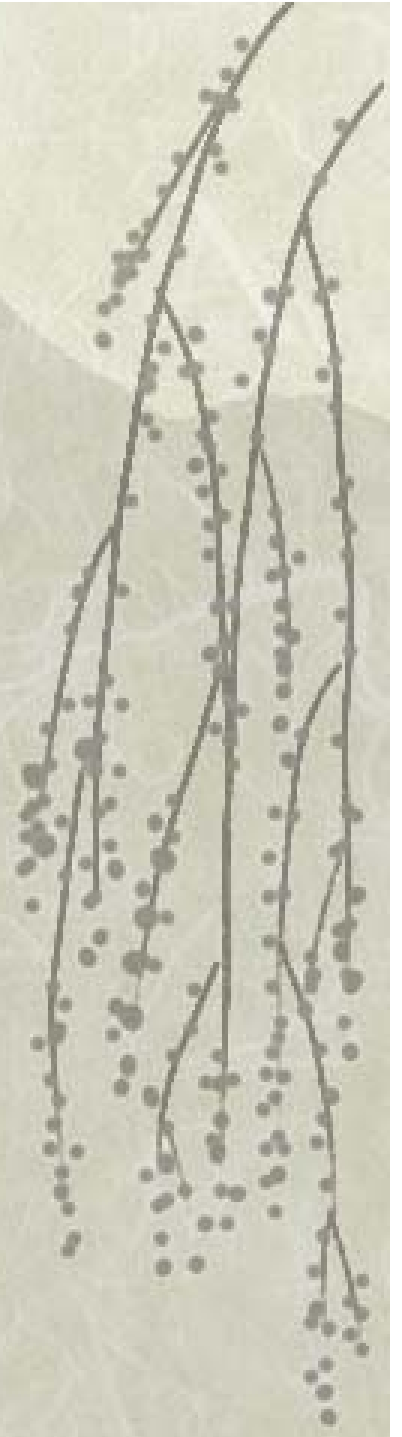


## *Results*

- ❖ Activities attended by hundreds of judo players and coaches each year
- ❖ Electronic newsletter received by hundreds of judo players and coaches each month
- ❖ Thousands of hits on the judo forum site

# *Volunteer Opportunities*

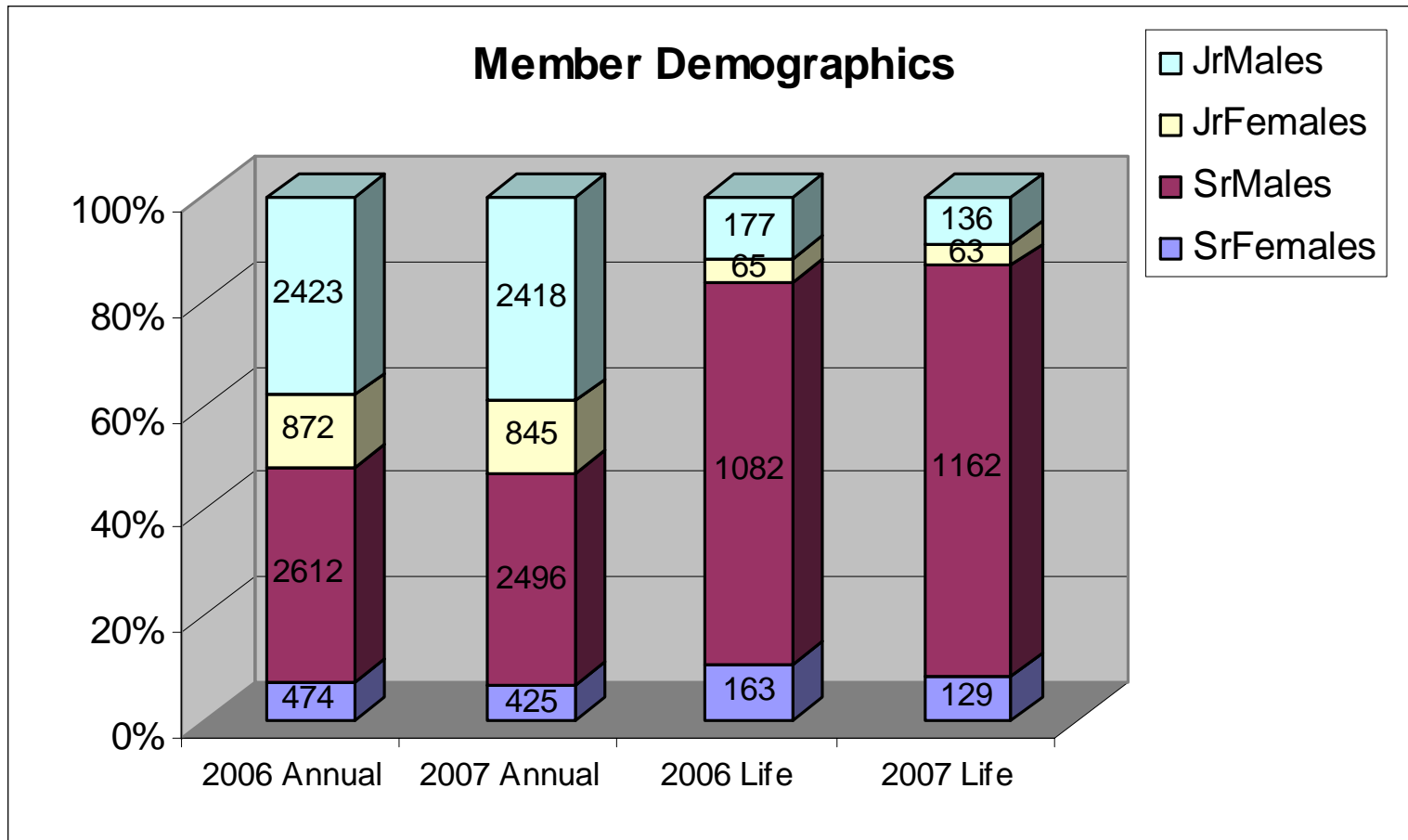
- ❖ Assistance needed with maintaining resource CD
- ❖ More clinic organizers sought
- ❖ More mini-camp organizers sought
- ❖ More photos and articles for Growing Judo sought (although some months we have a backlog, this is not always true)





# **USJA COO REPORT 4/19/07**

# Membership Statistics



**2006 – 7871**

**2007 – 7674**

**Less 247 or 2.5%**

## Active Annual Members

6184

7%

39%

14%

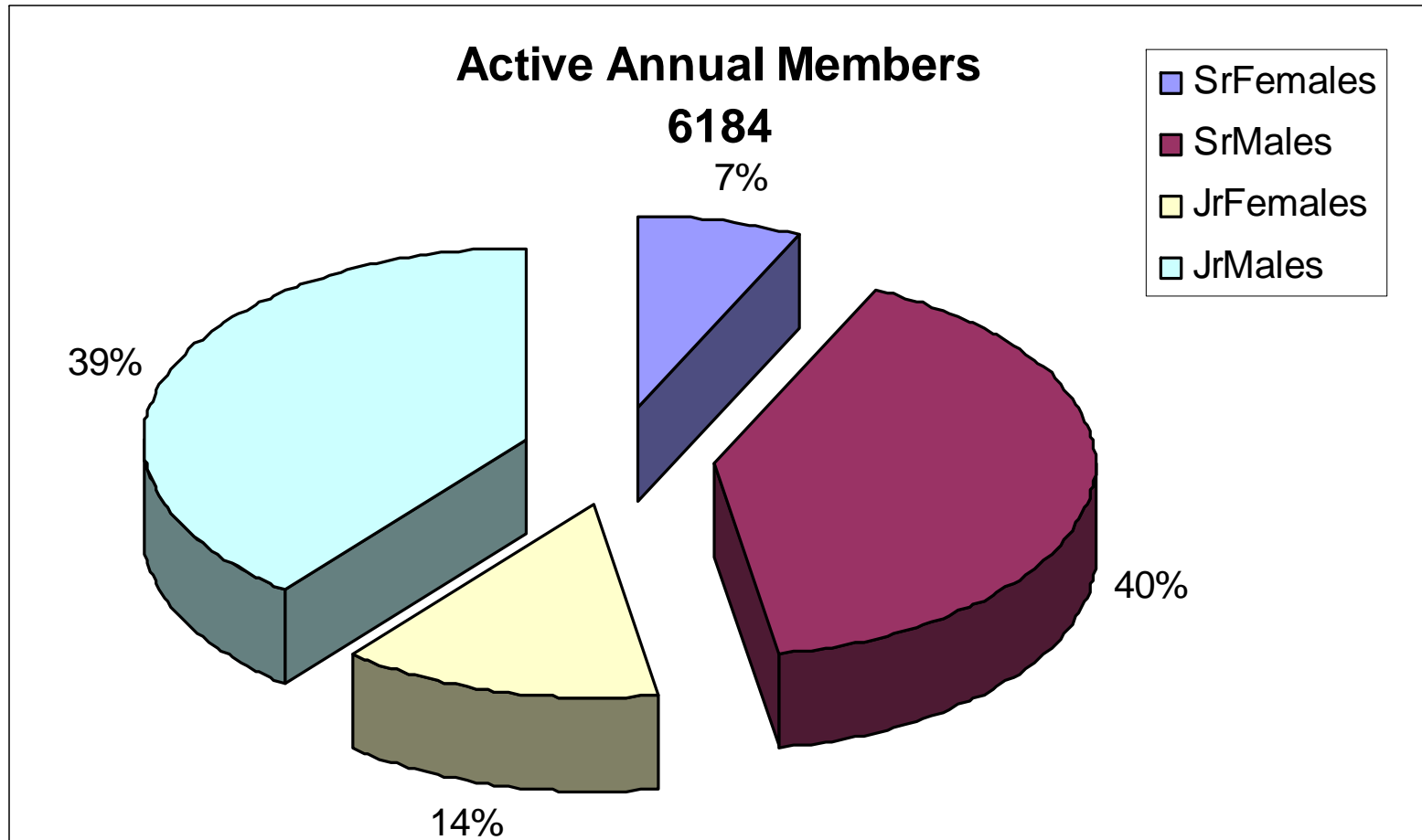
40%

SrFemales

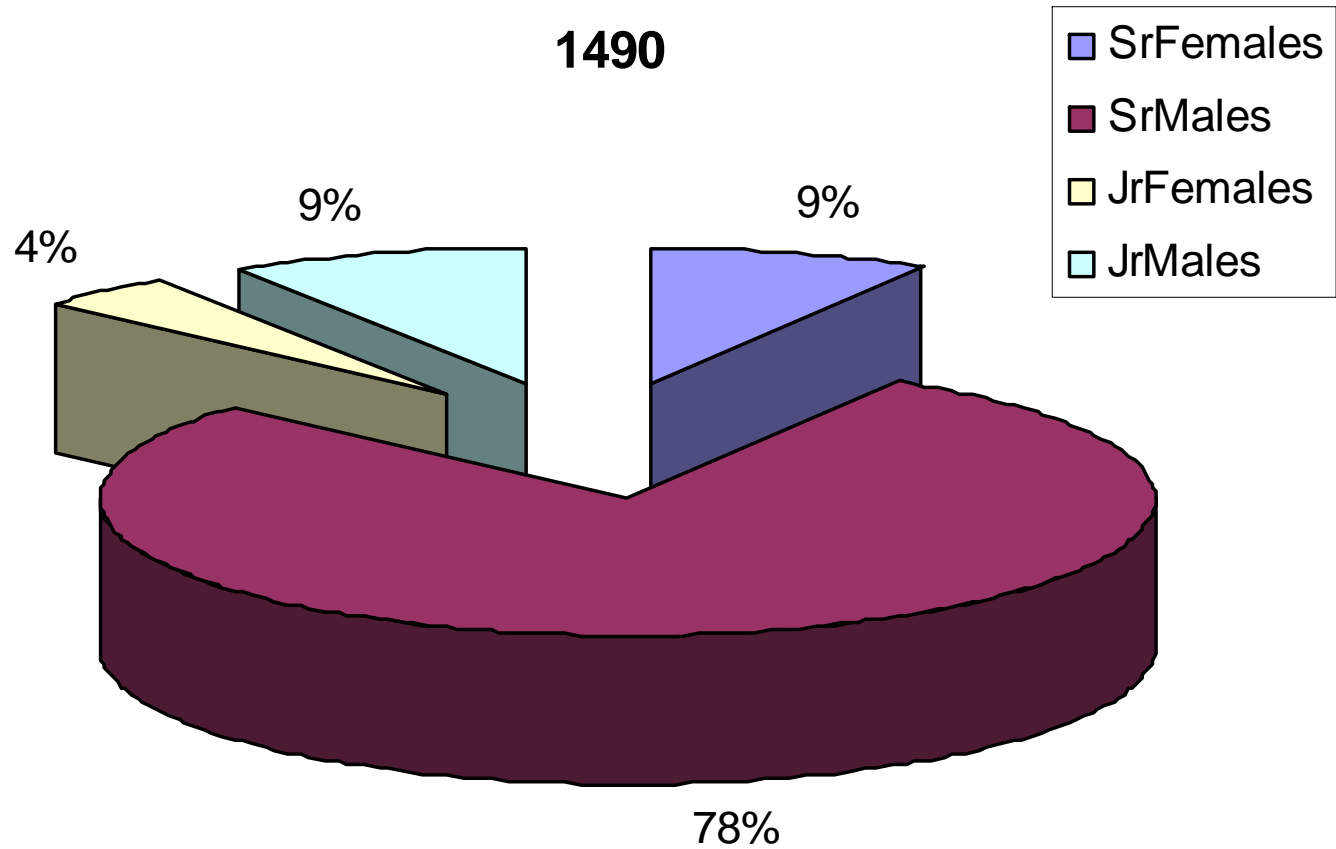
SrMales

JrFemales

JrMales

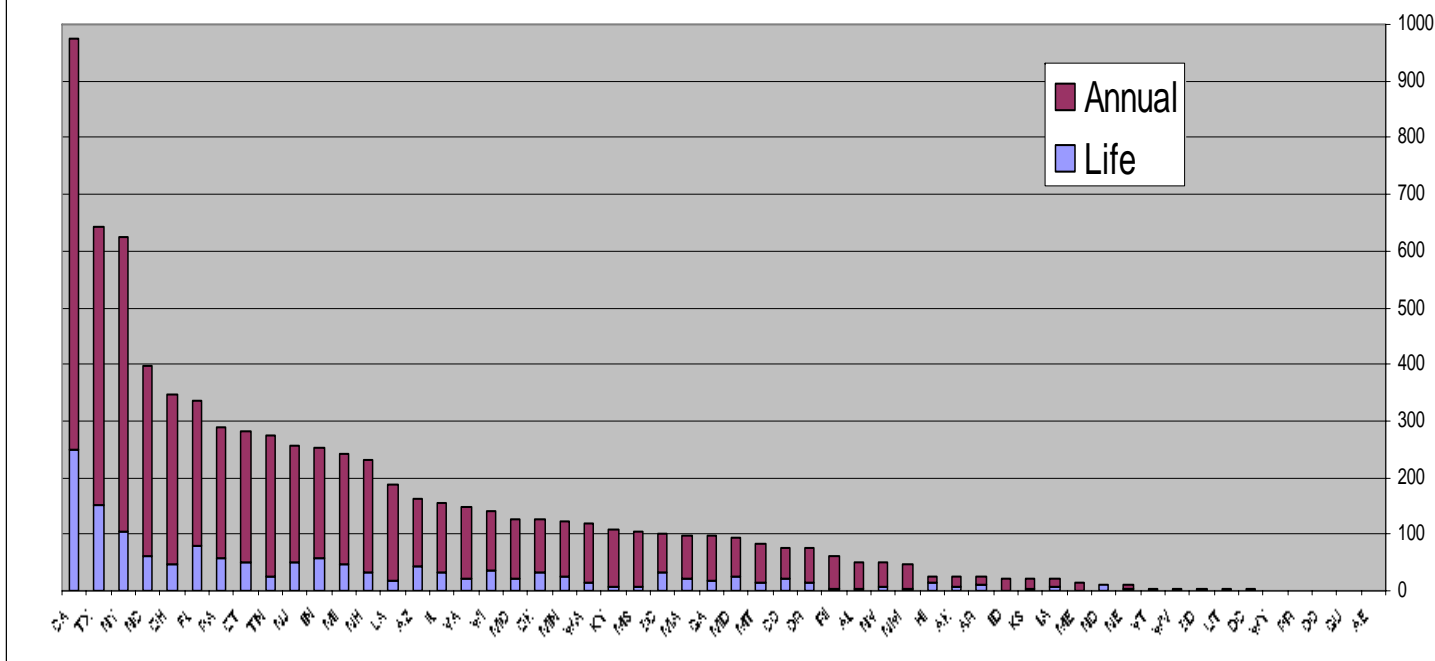


**Active Life Members**  
**1490**



## Active Membership by State

Total 7683



# Top 20 Clubs 4/1/06

CLUB NAME	STATE	Total	Rank
Goltz Judo Club	CA	176	1
Tomodachi Judo Club	FL	137	2
Samurai Judo Association	SC	129	3
Carolinas American Judo Association	NC	127	4
AMERIKAN JUDO	OH	108	5
Mayo Quanchi	RI	103	6
School of Hard Knocks Judo Club	TX	93	7
Westchester Judo Club	NY	93	7
Central Florida Judo & Jujitsu	FL	87	9
Team Havok Judo Club	TN	83	10
American Kodo-Kwan Institute	OH	77	11
Santa Rosa Junior College	CA	75	12
Harrisburg Judokai	PA	68	13
Texoma Judo/Jujitsu Academy	TX	65	14
Hahn's Martial Arts, Inc.	IN	64	15
Ohio Judan Judo Club	OH	62	16
Vineland Judo Club	NJ	61	16
Fayetteville-Ft Bragg Judo Club	NC	59	18
S I Judo, Jujitsu & Karate Dojo	NY	57	19
Derry Judo Club	NH	56	20



# Top 20 Clubs 4/1/07

CLUB NAME	STATE	TOTAL	RANK
Goltz Judo Club	CA	140	1
Carolinas American Judo Association	NC	134	2
AMERIKAN JUDO	OH	103	3
Team Havok Judo Club	TN	96	4
Samurai Judo Association	SC	89	5
Santa Rosa Junior College	CA	75	6
School of Hard Knocks Judo Club	TX	77	7
Westchester Judo Club	NY	74	6
Derry Judo Club	NH	72	9
Swain County Martial Arts (new to list)	NC	71	10
American Kodo-Kwan Institute	OH	69	11
Texoma Judo/Jujitsu Academy	TX	69	11
Karl Geis Judo Club (new to list)	TX	65	13
Central Florida Judo & Jujitsu	FL	64	14
Tomodachi Judo Club	FL	61	15
Vineland Judo Club	NJ	61	15
Wall to Wall (new to list)	LA	60	16
Friendswood Judo Club (new to list)	TX	58	17
Budokan Judo Club (new to list)	MD	58	17
Bellville Dojo (new to list)	IL	55	20

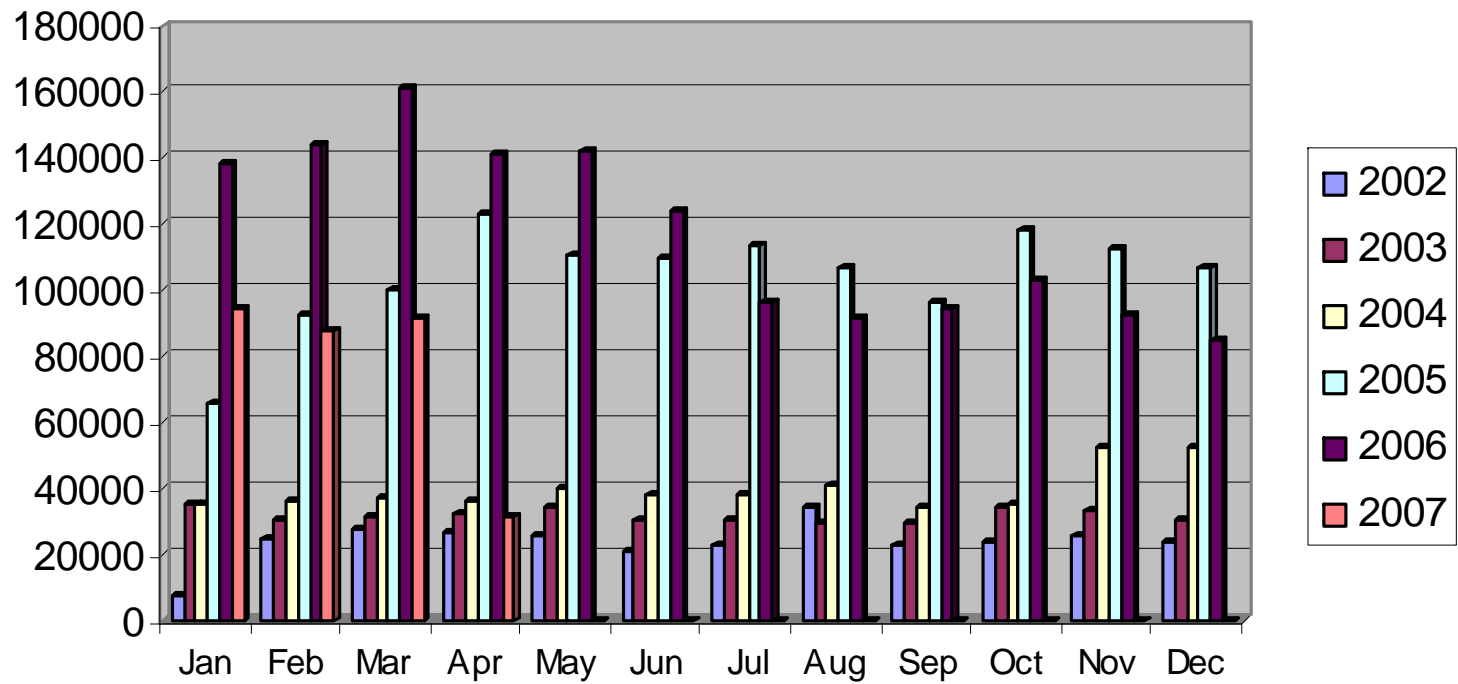
**Drop in Top 20 Clubs**  
**2006 – 1789      2007 – 1551**  
**Less 229**

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**Drop in Overall Membership**  
**2006 – 7871      2007 – 7674**  
**Less 247**

*Perhaps we need to hold elections more often!*

## Web Hits



United States Judo Association, Inc.  
Balance Sheet  
March 31, 2007

Assets

Current Assets		
Checking - US Bank	\$	50,191.39
USJA Bldg. Proceeds Reserve		4,830.68
USJA Endowment Fund		27,672.91
USJA Grass Roots Dev. Fund		3,296.59
USJA Symposium Reserve		2,078.24
Inventory		<u>6,500.00</u>
Total Current Assets		\$ 94,569.81
Fixed Assets		
Equipment - Office		1,726.18
Equipment - Computer		13,198.57
Accumulated Depreciation		<u>(9,876.00)</u>
Total Fixed Assets		<u>5,048.75</u>
Total Assets		\$ <u>99,618.56</u>

United States Judo Association, Inc.  
Balance Sheet  
March 31, 2007

Liabilities and Equity

Current Liabilities		
Payroll Tax Liability	\$	9,419.19
Pension Plan Payable		<u>2,050.00</u>
Total Current Liabilities		
	\$	11,469.19
Long Term Liabilities		
Equity		
Beginning Net Assets		85,379.21
Current Income (Loss)		<u>2,608.16</u>
Total Equity		
		87,987.37
STATEMENT OUT OF BALANCE		
		<u>162.00</u>
Total Liabilities & Equity		
	\$	<u>99,618.56</u>

United States Judo Association, Inc.  
Income Statement - Combined  
For the Period Ended March 31, 2007

	1 Month Ended <u>Mar. 31, 2007</u>		3 Months Ended <u>Mar. 31, 2007</u>
Revenue			
Belts	\$ 72.00	\$	154.00
Books	64.00		375.30
Donations	46.00		102.80
Donations - Grass Roots Dev	0.00		3,000.00
Interest Income	0.20		1.23
Judo Coach / Kata Cert.	545.00		1,210.00
Judo Pins / Banners	59.00		96.25
Judo Promotions	4,647.50		15,223.50
Judo Rank Exam. Cert.	50.00		225.00
Judo Referee Cert.	10.00		10.00
Judogis	343.00		593.00
Jujitsu Manuals	143.80		898.75
Koka Kids Magazine	160.00		160.00
Life Membership - Sustaining	7,644.25		20,218.25
Life Membership	1,565.00		6,665.00
Martial Arts Services	693.00		1,257.00
Melaleuca	5.54		15.73
Membership	27,017.20		74,197.41
M/ship Card/Cert Replacement	75.00		290.00
Other Income	5,000.00		5,000.00
Patches	36.50		140.00
Portrait of Jigaro Kano	24.00		48.00
Posters	54.75		203.75
Rank Materials	1,378.40		3,528.00
Sanctions	180.00		885.00
Shipping / Handling	398.59		1,175.72
Stickers/Decals/Cert.	16.10		188.15
USJA Jr. Nationals	500.00		500.00
USJA-MBNA MasterCard Comm.	139.64		139.64
Videos	<u>244.85</u>		<u>700.65</u>
Total Revenue	51,113.32		137,202.13

	1 Month Ended Mar. 31, 2007	3 Months Ended Mar. 31, 2007
Gross Profit	48,470.59	131,956.82
Operating Expenses		
Accounting	0.00	1,595.00
Awards	339.82	339.82
Bank Charges	44.47	84.47
Computer Supplies / Maint.	1,430.91	11,129.52
Credit Card Fees	1,056.13	2,247.22
Depreciation	230.00	460.00
Dues - Class A USJI	0.00	1,500.00
Equipment - Lease	254.30	4,131.61
Grass Roots Dev. Expenses	0.00	750.00
Insurance - Property	1,408.00	1,408.00
Insurance - Health	1,826.99	3,190.18
Insurance - Members 06-07	6,971.75	20,915.25
Insurance - Workers Comp	0.00	1,701.00
License/Fees	569.00	569.00
Office Supplies	3,460.41	3,836.10
Payroll	21,604.00	50,936.33
Payroll Taxes	2,289.40	4,941.68
Penalties	0.00	819.07
Pension Expense	1,050.00	1,150.00
Postage	2,000.00	4,560.00
Printing - Outsourced	1,234.95	3,132.95
Rent - 21 N. Union Blvd	1,275.00	3,825.00
Repair/Maint. - 21 N. Union	400.00	800.00
Repair/Maint. - Equip.	0.00	152.10
Telephone/Fax/DSL	1,002.75	2,902.36
Temporary Employment Staffing	<u>1,760.00</u>	<u>2,272.00</u>
Total Expenses	<u>50,207.88</u>	<u>129,348.66</u>
Net Income (Loss)	\$ (1,737.29)	\$ 2,608.16

	1 Month Ended <u>Mar. 31, 2007</u>	3 Months Ended <u>Mar. 31, 2007</u>
Revenue		
Donations	\$ 46.00	\$ 102.80
Donations - Grass Roots Dev	0.00	3,000.00
Interest Income	0.20	1.23
Judo Coach / Kata Cert.	545.00	1,210.00
Judo Promotions	4,647.50	15,223.50
Judo Rank Exam. Cert.	50.00	225.00
Judo Referee Cert.	10.00	10.00
Life Membership - Sustaining	7,644.25	20,218.25
Life Membership	1,565.00	6,665.00
Martial Arts Services	693.00	1,257.00
Melaleuca	5.54	15.73
Membership	27,017.20	74,197.41
M/Ship Card/Cert. Replacement	75.00	290.00
Sanctions	180.00	885.00
USJA Jr. Nationals	500.00	500.00
USJA-MBNA MasterCard Comm.	139.64	139.64
Total Revenue	43,118.33	123,940.56
Cost of Sales		
Beginning Inventory	0.00	0.00
Less Ending Inventory	0.00	0.00
Total Cost of Sales	<u>0.00</u>	<u>0.00</u>
Gross Profit	43,118.33	123,940.56



Operating Expenses		
Accounting	0.00	1,595.00
Awards	339.82	339.82
Bank Charges	15.00	55.00
Computer Supplies / Maint.	1,430.91	11,129.52
Credit Card Fees	1,056.13	2,247.22
Depreciation	230.00	460.00
Dues - Class A USJI	0.00	1,500.00
Equipment - Lease	254.30	4,131.61
Grass Roots Dev. Expenses	0.00	750.00
Insurance - Property	1,408.00	1,408.00
Insurance - Health	1,826.99	3,190.18
Insurance - Members 06-07	6,971.75	20,915.25
Insurance - Workers Comp	0.00	1,701.00
Licenses/Fees	569.00	569.00
Office Supplies	3,460.41	3,836.10
Payroll	21,604.00	50,936.33
Payroll Taxes	2,289.40	4,941.68
Penalties	0.00	819.07
Pension Expense	1,050.00	1,150.00
Postage	2,000.00	4,560.00
Printing - Outsourced	1,234.95	3,132.95
Rent - 21 N. Union Blvd.	1,275.00	3,825.00
Repair/Maint. - 21 N. Union	400.00	800.00
Repair/Maint. - Equip.	0.00	152.10
Telephone/Fax/DSL	1,002.75	2,902.36
Temporary Employment Staffing	1,760.00	2,272.00
Total Expenses	<u>50,178.41</u>	<u>129,319.19</u>
Net Income (Loss)	\$ (7,060.08)	\$ (5,378.63)

	1 Month Ended Mar. 31, 2007	3 Months Ended Mar. 31, 2007
Revenue		
Belts	\$ 72.00	\$ 154.00
Books	64.00	375.30
Judo Pins / Banners	59.00	96.25
Judogis	343.00	593.00
Jujitsu Manuals	143.80	898.75
Koka Kids Magazine	160.00	160.00
Other Income	5,000.00	5,000.00
Patches	36.50	140.00
Potrait of Jigaro Kano	24.00	48.00
Posters	54.75	203.75
Rank Materials	1,378.40	3,528.00
Shipping / Handling	398.59	1,175.72
Stickers/Decals/Cert.	16.10	188.15
Videos	<u>244.85</u>	<u>700.65</u>
Cost of Sales		
Beginning Inventory	0.00	0.00
Judo Pins / Banners	0.00	453.40
Judogis	270.36	414.93
Koka Kids Magazine	1,870.66	1,870.66
Melaleuca	59.59	175.41
Packing/Shipping	166.62	553.05
Patches	275.50	708.80
Stickers/Decals/Cert.	0.00	1,069.06
Less Ending Inventory	<u>0.00</u>	<u>0.00</u>
Total Cost of Sales	2,642.73	5,245.31
Gross Profit	5,352.26	8,016.26
Operating Expenses		
Bank Charges	<u>29.47</u>	<u>29.47</u>
Total Expenses	29.47	29.47
Net Income (Loss)	\$ <u>5,322.79</u>	\$ <u>7,986.79</u>

## **Legal Counsel Update:**

At the present time to my knowledge there is no litigation involving the United States Judo Association as a party.

I have separately responded to various inquiries and requests from individuals, inclusive of Officers and Board of Directors members, seeking my input.

Regarding an injury at Camp Bushido, we have received a claim filed against the City of Claremont and a request for tender to Gary Goltz. It has been forwarded to Markel for analysis. Our position looks strong and I will continue monitoring it's status.

I will be available by telephone should you find the need to discuss any issue with me further.

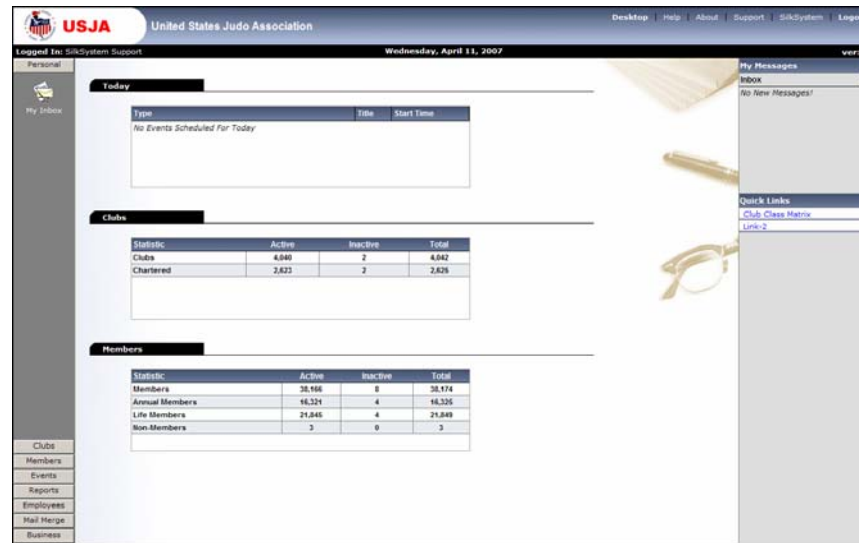
Respectfully submitted,  
Glenn Nakawaki, J.D.  
April 2007

## **Insurance Coverage Update:**

1. Our current policy exceeds the USOCs requirements.
2. Our current policy is less expensive than the JI / JF.
3. Our coverage is more comprehensive than the JI / JF.
4. Our members who get on the mat must have it, no option.

Sincerely Yours,  
Dana Rucker, CLU  
April 2007

# Silk Systems Web Application Project Update



## General Features

Log in authentication  
Easy to use outlook style application  
Desktop with quick stats and resource links

Access from anywhere  
Integrated events into usja-judo.org  
Personal Profile Update  
Quick Calendar link

## Personal

Internal Messaging

Bulletin Creation

## Clubs

Active and Inactive Clubs  
Search and Advanced Search  
Club history  
Special properties on clubs  
Transfer multiple members  
Direct links to members from club  
Update / Delete Club  
Club Charter Status Automation  
Club Class Automation

Coach linkage  
Club Roster  
Email-able club roster  
Notes on clubs  
Archive / activate club  
Club Details  
Single form new club  
Club and Coach synchronization

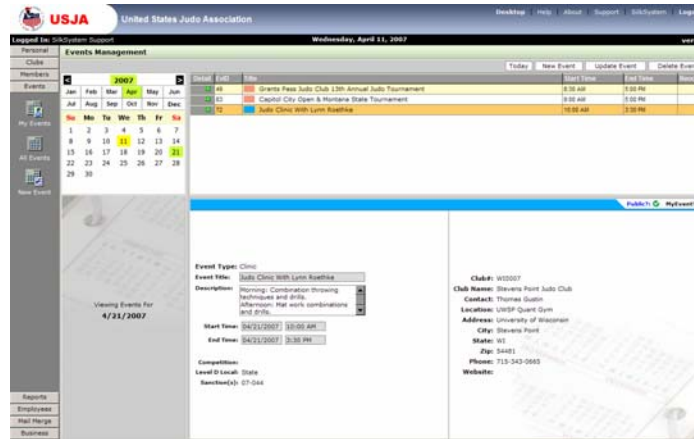
## Members

Active and Inactive Member Tracking  
Non-member tracking  
Single easy to use add member form  
Search and Advanced Search  
Custom Properties  
Standing Tracking  
Rank Promotion and Tracking  
Certification Tracking  
Donation History and tracking (audit trail)  
Notes  
Member History

Tag Member Card  
Tag Member Certificate  
Member Summary  
Member Detail  
Mail Merge straight form Member  
Member Update  
Member Inactivate  
Delete Member  
Automated membership level

The screenshot shows the USJA Club Management software. The main window displays a table of clubs with columns: Club Number, Club Name, Club Class, Phone, and Club. A sidebar on the left has icons for Home, Add Club, and Member Card. Below the table, there is a 'Club Profile' section for '5th SFG Judo Jujitsu' and an 'Advanced Search' section.

The screenshot shows the United States Judo Association Club Roster for 5th SFG Judo Jujitsu. The page has a header with the organization's name and a date. Below is a table with three columns: Member Name & Address, Membership Information, and Rank Information. The table lists several members with their details, including names, addresses, membership numbers, and ranks.

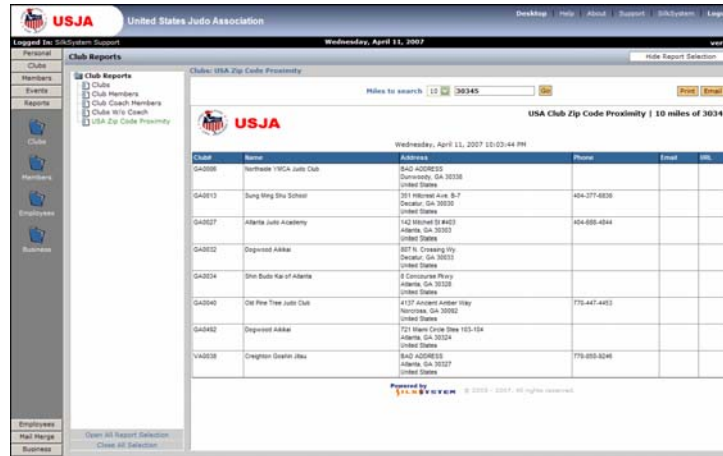


## Reports

Annual Membership Expiration  
Insurance Expiration  
LM Insurance Expiration  
Clubs  
Club Members  
Club Coach Members  
Clubs w/o coach

USA Zip Code Proximity Search  
Email Results  
Print Results

Can be used in fundraising and mailings



## Employees

Employee profiles and log ins  
Additional properties  
Employee Detail  
Employee Image  
Logged in profile update


Deactivate employees  
Permission control to areas and actions  
Employee search  
New Employee form  
Password Reset

## Mail Merge

Document Inventory  
Bulk Merge  
Predefined lists  
Active Members / Inactive Members  
Tagged Members for Cards and Certificate  
Expiration lists  
Document Merge Wizard  
Printable Merged Documents  
Email Merged Documents  
Microsoft Document Creation

Documents Include (18 total)  
Background Check  
Various Certificates of Art  
Expiring Members  
Life Membership Award  
Member Card  
Membership Renewal  
Missing Preceding Rank  
No Insurance Letter  
Etc.




United States Judo Association
Desktop | Help | About | Support | S&S System | Logout

Logged In: S&S System Support
Wednesday, April 11, 2007
ver:1.0

Personal  
Clubs  
Members  
Add Member  
Non-members  
Inactive Members

Search

Mem Last Name/First Name/ID

A

B

C

D

E

F

G

H

I

J

K

L

M

N

O

P

Q

R

S

T

U

V

W

X

Y

Z

Advance Search

Mid	Last Name	First Name	Full Name	DOB	City	State
355629	de Champlain	Rene	Rene de Champlain	11/03/1984	Kiamee	NH
355213	de Sigalony		de Sigalony	01/01/1990		
358075	deviak	Kathleen	Kathleen deviak	12/13/1972	Baldwin Lake	NY
368607	la Hausse Scholz	Ashley Carter	Ashley Carter la Hausse Scholz	01/10/1996	Corvallis	OR
369508	la Hausse Scholz	Isabel Grace	Isabel Grace la Hausse Scholz	02/12/1999	Corvallis	OR
355573	van derloma	Laurence	Laurence van derloma	09/20/1939	Cross	NC
315508	Aaberg	Aaron	Aaron Aaberg	12/23/1989	Rochester	MN
364026	Aarinson	Adam	Adam Aarinson	03/11/1985	Bellbrook	OH
364640	Abacheri	Michael	Michael Abacheri	10/22/1984	Southington	CT
354042	Abacheri	Alexandria	Alexandria Abacheri	05/11/1997	Southington	CT

la Hausse Scholz, Isabel Grace #369508

Profile

Prescriptions

Standings

Rank History

Certifications

Donations

Notes

History

Name: Isabel Grace la Hausse Scholz

Nickname:

DOB (Age): 02/12/1999 - (R)

SSN (Sex): 999-99-9999 - (Female)

Home: 541-753-0181

Work:

Cell:

Fax:

email:

Occupation:

Citizen: Yes

Address1: 218 NW 28th St

Address2:

City/Town: Corvallis

State/Province: OR

Postal Code: 97330

Country: United States

Events

Reports

Employees

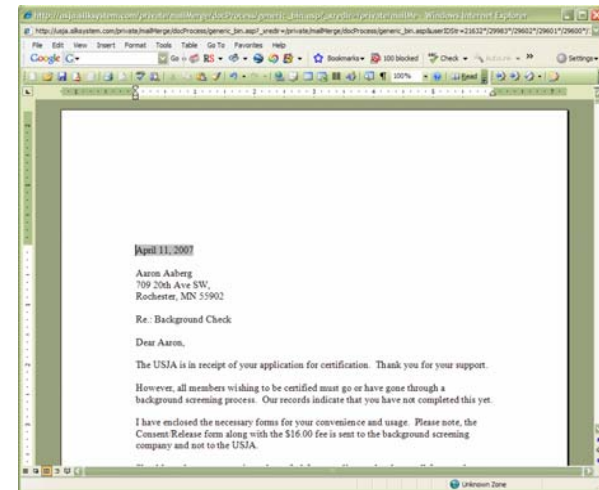
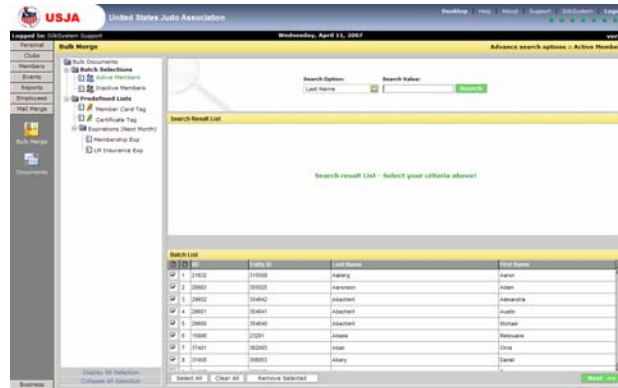
Mail Merge

Business

## Events

Calendar Event Management  
 Customizable event types  
 Color coded event types  
 Personal appointments

Public and Private events  
 Recurring events  
 Club association  
 Web site linkage for events



## Business

Control Application Settings  
Art and Ranks Management  
Certification List Management  
Membership Rank Management  
Permission Management  
Application Log of System and User Actions

Settings Management  
Business Settings  
Club Properties  
Club Settings  
Event Settings  
Member Properties  
Session timeout and support

## Katrina's Comments:

***We are now using the system for our everyday needs. We are working on finishing our certificate printing and we have another month or so of back log. Also, because of difficulties in transferring all data to the new system we need to use FoxPro for reference only for quite some time. The next phase will be implementation of all reports.***

# Funding Committee Report

## April 2007



GTMA Agreement, \$1,000 Income, Q1



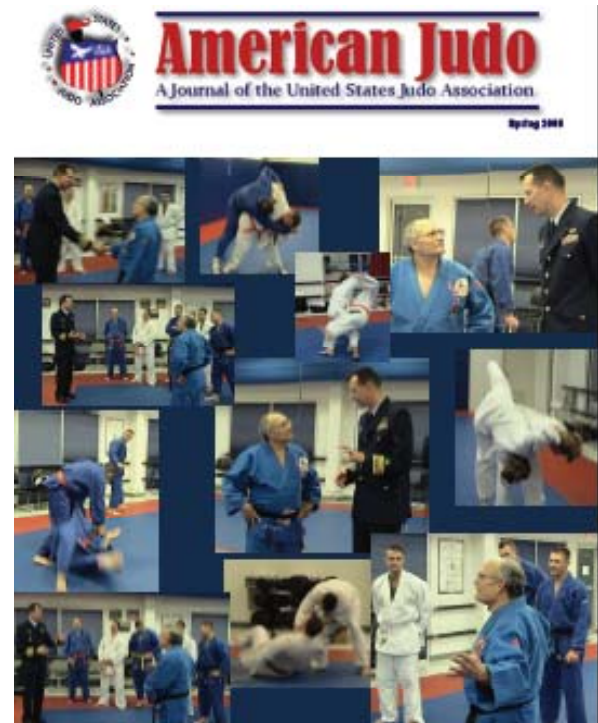
Zebra Mat Agreement, \$5,000 Annual Income



Donations \$2,500 Dr. Lally and a few others...

# American Judo Proposal

- Best price on 3,000 copies -- 28 pages
  - Includes front and back covers
- No mailing -- \$8,006.25 (\$2.67/copy)
- Bulk mailed -- \$8,908.75 (\$2.97/copy)
  - Using our mailing list from Silk system
  - Mailing costs will go up after May 14<sup>th</sup>
- Doesn't include advertising revenues



# WHY IS THE USJA NEEDED?

1. For a pass to enter sanctioned events
2. For organized record keeping, accreditation, and certification
3. For liability insurance over their dojos
4. For training clinics on coaching, teaching, referring, and competition
5. For rosters on club memberships and current information
6. For value added perks such as the GTMA discounts
7. For the least amount of hassles in contrast to the other brands
8. For up-to-date Senior and Junior Promotion Handbooks  
*(suggest they be totally updated including all photos)*



# Gary's Challenge



# BECOME #1

- At recruiting new members
- At raising money and donations
- At hosting clinics and tournaments
- At getting the most people to attend events
- At having a large USJA club of your own
- At getting the most new members in your club
- At participating in the most USJA activities
- At volunteering for the most USJA committees
- At recruiting the most USJA volunteers
- At getting clubs to sign-up and use GTMA

# Jigoro Kano



Best Judo Sales Person



# United States Judo Association Referee Certification Committee Spring 2007 Annual Report Richard J. Celotto, Chairman

We continue to have a core of National Referees willing are continuing to provide Referee Clinics and Referee Certification at sanctioned tournaments throughout the Country. However, there are areas of the Country in which we are sorely lacking resources.

## **Expanding that Core**

We are always looking for National Referees in all parts of the Country to conduct clinics, seminars and Certification Examinations. Efforts are under way to increase the number of active examiners so that more areas will have closer and better resources to improve skills and knowledge in refereeing.

## **Recruitment of Referees at the Grassroots**

Referees come from the clubs. With everything else a Coach does, another part of his/her repertoire is encouraging his/her members to referee. The coach need not be certified to begin to guide new referees on the path. They do need to encourage their Seniors, Masters, even their Sankyū and above competitors to begin refereeing. Even interested knowledgeable parents should be encouraged to take up the mantle of officiating. Some clubs even begin allowing their juniors as young as 8 years to referee during Class Mini Shiai at the end of practices.

Coaches need to encourage themselves, their assistants, their athletes and new prospective referees (parents, etc.) to attend any referee clinic or seminar to expand their knowledge of the current understanding of the rules.

## **Referee Certification Program**

The USJA Referee Certification Program is the most established.

It is the only program in the United States with a standardized Written Examination.

It is the only Certification Program with a Certification Program Manual outlining the requirements and conduct of a Referee examination.

The current program as it exists now.

<b>LOCAL CERTIFICATION</b>								
Level	Min. Age	Minimum Time	Rank	Examiner Requirement	Written Score	Practical Score	Expire Time	Prerequisite
Local	16	None	None	One National or Higher	50q/64	60	3 years or 5 events/year	None
<b>REGIONAL CERTIFICATION</b>								
Regional 1	16	1 year	None	One National or Higher	50q/70	65	3 years or 5 events/year	Local/ Experience
Regional 2	17	1 year	None	One National or Higher	50/q74	70	3 years or 5 events/year	Regional 1
Regional 3	18	1 year	None	Two National or Higher	50q/80	75	3 years or 5 events/year	Regional 2

National Referee Certification is available only through USA Judo. I have ensured through the years that National Referee Candidates who has a USJA Regional License for the one year requirement is recognized by the National Referee Examiners.

There have been no incidents of denial of access to the National Examination in the past 27 years by USJA members with USJA Regional Referee Certifications.

### Junior and Club Level Referee Certification Programs

We have had plans for years for a Junior Referee Certification and Club Referee Certification but currently do not believe there is enough interest to justify the expense of setting it up. **If the Board feels (financially viable and market demand) there is a need or desire for these lower level referee certifications, I can begin working on the requirements information, application form and written exams and make them available to USJA for printing and distribution at an on request basis.**

They would have a fee and USJA Certificate. There would be no requirement to renew. There is a 25 question multiple choice written examination and requires a practical evaluation which can only be held at an actual Judo Tournament. This may be an in-club (Interclub) event. Referees under 15 years would not be able to referee at regular Sanctioned Tournaments, but will be able to referee at Club Interclub (competitions set up between club members) and Intramural (small invitational competitions between two or three or more clubs). Juniors should only referee junior competition. Examiner requirements will be kept low to allow more clubs to take advantage of the program, if the USJA chooses to implement.

REFEREE CERTIFICATION							
Level	Minimum Age	Minimum Time	Rank	Examiner Requirements	Written Exam	Practical Score	Fee
Junior	10-15	None	None	Local	25q/60%	Yes	Yes
Club	12-up	None	None	Regional 1	25q/64%	Yes	Yes

### Referee Clinic Outline and Topics

We will be providing Referee Clinic Clinicians basic outlines for Clinics and recommended topics list in order to cover the current rule changes and also

### Written Exam Update

I have provided to those National Referees who have conducted examinations over the past few years an updated version (January 2007). Only those who are National Referees and agree to conduct examinations will have access to the written examination. This will maintain a control on the distribution of the exam.

### Basic Referee Manual

I have developed a small 47 page new "Basic Referee Manual" which would help referees who are starting out on the path. **I will provide a clean ready to print copy of the manual to USJA for non-exclusive distribution if the Board approves its printing and distribution.** I will also be selling this Manual on my own and making it available to any organization which will provide it the greatest distribution. Again due to the ever changing rules and customs of Judo refereeing I would suggest if the Board approves of printing and distributing this Manual, that only small batches be produced so that adjustments can be made year to year and there will be little inventory loss due to outdated material.

**Referee's Expected Behaviors**

Those knowledgeable with the small booklet "Referee's Expected Behaviors" know of its invaluable contribution to a referees understanding of the Psychomotor Domain of Refereeing. This very educational document is for the Regional and National referees.

The referee rules and customs shift with time. Publications in this field have a short life span . The problem is that there are 500 copies (1995 Edition) still available for sale, however, some of the information is outdated and currently erroneous.

"Referee's Expected Behaviors" will be made available through the USJA as in the past and also produced and distributed by me and any other outlet which will get it the widest distribution.

**This publication needs to be updated, but would require more money to print up new copies. Recommend for the future that only small batches of 100 be made to prevent this problem in the future. If the Board feels it prudent (financial and demand) to authorize a new edition with current customs included, they need to authorize it.**

**Outside Clinicians**

On the Referee Page at the USJA Web Site there is a list of the Task Force members. These USJA members who are also National and above Referees have and are willing to conduct Clinics, Seminars and Referee Certification Exams in their parts of the Country. Those coaches, camp directors, tournament directors who are interested need only email anyone of these people.

**Rule Articles in Publications**

We will continue to provide USJA publication articles on the Interpretation of the Rules and any significant rule changes, adjustments or reinterpretations as they are handed down from the IJF. I will need to be informed of a request for these articles.

Efforts by a few continue to expand the referee ranks. With the cooperation of Judo Coaches encouraging their members to get involved, hopefully more interested members of our community will join the ranks.