

CMTA Board of Directors Meeting

Wednesday, January 20, 2021

Minutes

President Don Patterson welcomed the board members and staff and called the meeting to order at 1:00 p.m.

x	President	Donald Patterson, CCMT
x	President-Elect	Hubert R. White III
	Secretary	Mary-Ann Rexroad
x	Treasurer	Jennifer Leisz, CCMT
x	Past President	Dan Matusiewicz, CCMT, CFIP
x	Division 1 – North	Damien Charléty, CCMT
x	Division 2 – South	Michael Solorza

Committee Chairs, Staff and Guests:

x	Education and Certification Co-Chair	Shaun Farrell, CCMT
x	Education and Certification Co-Chair	Ernestine Jones, CCMT
x	Membership	Angela Saccareccia
x	Communications	Nadia Feeser
	Commercial Associate Liaison	Greg Whipple
x	Commercial Associate Member	Chad Nicholson
x	Governance and Finance Committee Chair	Dan Matusiewicz, CCMT, CFIP
	Revenue and Taxation Policy Committee Representative	Vacant
x	Ad Hoc Legislative Committee Chair (Proposed)	Thomas Metz, J.D.
x	Meetings and Membership Specialist	Yelena Martynovskaya
x	Meetings and Membership Coordinator	Zach Seals
x	Meetings and Membership Assistant	Kristina McKittrick
x	Meeting Planner	Teri Anticevich & Marisa Anticevich
x	Fixed Income Academy	Susan Munson & Tracy Sanchez

Consent Calendar

Hubie White moved to approve minutes from December 16, 2020 Board of Directors Meeting. Michael Solorza seconded the motion. The motion to approve the December 16, 2020 Board of Directors Meeting minutes was approved.

Dan Matusiewicz moved to approve financial report from December 2020. Seconded by Hubie White. The financial report from December 2020 was approved.

CMTA Conversations

Dan suggested looking into virtual options for CMTA Conversations.

2021 Annual Sponsorship

Don reported that the Annual Sponsorship benefits have been updated to align with the conference virtual platform, Digitell, as we are moving forward with the contract. Don also incorporated past sponsors' feedback and reflecting the discounts that are applied towards the 2021 virtual conference. The higher the sponsor level, the bigger the discounts. This will hopefully also encourage sponsors to stay at higher levels of sponsorship and will be maintained throughout the year with webinars. Marisa showed the benefits provided by Digitell within the platform for the sponsorship levels: Basic, Plus, Enhanced, and Premium. The sponsorship levels and the breakdown of all the features will be included in the Annual Sponsorship prospectus. The board discussed the sponsor levels and have added "session recognition" for top sponsors, and removed "break recognition" from Silver level.

Dan Patterson moved to accept the 2021 sponsorship levels with today's modifications. Seconded by Damien Charl ty. The 2021 sponsorship levels were approved.

Committee Updates

Investment Policy Certification

No report.

Certification CCMT and CTC

Ernestine reported that the committee is working on adding more webinars.

Membership

Angela reported that there has been a slight uptick in membership. The committee has been reaching out individually to non-renewed members, and are hoping that the membership will increase once the conference registrations begin coming in.

Communications

Nadia reported that the January newsletter was sent out.

Commercial Associate Liaison

No report.

Governance and Finance Committee

Dan reported that it is time to start thinking about elections for 2021-2022. Current board terms were extended by a year due to COVID. Everyone's expiration date should have been moved by 1 year when the determination was made in 2020. Call for nominations should be going out in February. The board positions up for election are President Elect and Director North. Timeline will be based on nominations in February and March, with the slate being announced at the conference in April. Dan will finalize this timeframe with Yelena.

2021 Annual Conference

Discussion of the CPE credits and NASBA certification at the 2021 Annual Conference. Yelena reported that at least 100 people have gotten CPE Credits at the conference in the past. Roughly half of those who attend the conference apply for CPE's, so they will be important to provide at this year's conference as well. In the past, CMTA has partnered with FIA to provide the CPE's. FIA is transitioning into a different organization and there is discussion on how they can continue to work with CMTA to provide the CPE credits for the conference. Don reported that the recommendation from the Conference Committee is to continue with FIA to ensure that CPE credits will be recognized by the appropriate entities

for all attendees. Susan and Tracy reviewed the FIA proposal that is included in the packet. This proposal is for the immediate need of CPE's at the conference but also for any webinars or classes that CMTA will be providing. FIA will coordinate and assist CMTA with the NASBA application so that CMTA can become NASBA certified and offer CPE's in the future. The Conference Committee has been working with Teri and Marisa making sure that the 2021 Conference virtual platform complies with everything needed for FIA to move forward with the NASBA application. The NASBA certification will need to be renewed with an annual fee, however, there will not be a fee for FIA once CMTA is certified. The FIA fee has already been included in the current conference budget.

Dan Patterson moved to approve the proposed 2021 Annual Conference registration rates. Seconded by Hubie White. The 2021 Annual Conference registration rates were approved.

2022 Annual Conference

The 2022 Annual Conference will be held in Newport Beach. The 2022 theme needs to be finalized prior to the 2021 conference so that it can be advertised this year.

Ad Hoc Legislative Committee

Tom Metz provided a report.

Meeting adjourned at 2:06 p.m.

Respectfully submitted,

Yelena Martynovskaya
Meeting & Membership Specialist