



**NORTHEAST DECISION SCIENCES INSTITUTE**  
**Minutes of Officers and Board Meeting**  
**Baltimore, Maryland**  
**March 29, 2007**

**Presiding:** Fariborz Partovi

**Present:**

John Affisco	Maling Ebrahimpour	Paul Mangiameli	Ken Sousa
Rhonda Aull-Hyde	Joy Field	Larry Meile	Eric Stein
Ed Arnheiter	Janelle Heineke	Susan Pariseau	Minoo Tehrani
Al Avery	Neset Hikmet	David Pentico	Doug White
Snehamay Banerjee	Chris Kydd	Dan Reid	
Shaw Chen	Mike Maggard	Luis Rivera-Solis	

1. Fariborz Partovi called the meeting to order at 11:55 a.m. Susan Pariseau took the minutes in the absence of Brett McKenzie, NEDSI Secretary.
2. The minutes of the March 31, 2006 meeting in San Juan were approved as corrected. The spelling of Luis Rivera-Solis was corrected and the slate of officers was added as an attachment to the minutes.
3. The minutes of the November 20, 2006 meeting in San Antonio were approved as corrected. The spelling of Luis Rivera-Solis name was corrected.
4. Larry Meile reported on the San Juan meeting for Jennifer Swanson. The report provided by Jennifer is attached to these minutes (see Appendix A).
5. Rhonda Aull-Hyde reported on the Baltimore meeting. As of lunchtime, there were 182 paid registrants including 31-32 students. 178 of the attendees pre-registered for the meeting. Both registration and paper submission were done totally on-line. Conference payment was also available on-line for the first time. Rhonda commended Chris for the wonderful job she did with both the Hot Shots Dinner and the President's Reception at the Aquarium. Rhonda discussed the "new business model" followed by the exhibitors. They want to be a part of the program as participants. Rhonda expects to lose money on the meeting due to a combination of high costs, few exhibitors, sponsors and high student numbers. Maling Ebrahimpour reported that many of the sessions were packed.
6. Snehamay Banerjee provided an update on the 2008 meeting which will be held in Brooklyn, NY. He has negotiated a good contract with Marriott including free meeting rooms and a 10% break on food and beverages. He has a \$4000 commitment from his Dean and is considering a 3-hour reception on the Circle Line. A program for spouses is being planned. The Hot Shots Dinner will be at an excellent and highly-rated small family-owned restaurant that is able to accommodate a maximum of 42 individuals. A discussion of new tracks was held and Snehamay was told that the meeting tracks were his decision as Program Chair. At least one new track related to Pacific Rim Issues will be added. Objections to a special Student track were voiced.
7. Ken Sousa provided information about the 2009 meeting in Providence. He is having discussions with both the Westin and the new Renaissance hotel. The room rates are similar. Ken is leaning toward the new Renaissance Hotel.

8. Chris Roethlein was not present to discuss the 2010 meeting.

ACTION ITEM: Fariborz Partovi will contact Chris Roethlein about his commitment to serving as Program Chair for the 2010 meeting. If Chris intends to chair this meeting, he should be prepared to present a proposal to the Board at the DSI meeting in Phoenix. If he is no longer interested in serving as Program Chair in 2010, Fariborz will communicate this information to the Board ASAP.

9. Doug White has decided not to serve as Program Chair for 2011.
10. Minoo Tehrani volunteered to serve as Program Chair for a 2011 meeting at an offshore location.
11. Shaw Chen reported that the Institute was doing well. He announced that there were three Institute representatives at our meeting: Mark Davis – DSI President; Ken Kendall – DSI President-Elect; and Janelle Heineke – 2007 DSI Program Chair and the official representative to the NEDSI meeting.
12. Janelle Heineke, Institute representative, asked if NEDSI was interested in having the DSI website shell made available. Updating information will be easier and consistency between the Institute and the Regions will be facilitated by having a common shell.

ACTION ITEM: VP Technology will look into the availability of the DSI shell for use by NEDSI and will provide a report in Phoenix.

13. There was a discussion of where the NEDSI website will be housed. It has been housed on the Towson server for many years. There was discussion of the use of both Roger Williams and DSI server space.

ACTION ITEM: Doug White will investigate the use of a server that he controls at Roger Williams University and will provide a report in Phoenix.

14. Neset Hikmet gave the Treasurer's report, stating that for the period ending on March 15, 2007, total assets were \$46,710.42. A motion to approve the Treasurer's Report was accepted.
15. A discussion of the various officer positions was held. There is a lack of understanding as to what is expected of the V.P. Communications and V.P Member Services. Some believed that V.P. Communications should develop content for our website and that this should be decoupled from web-development.

ACTION ITEM: VP Communications (Joy Field) and VP Member Services (Eric Stein) will discuss their respective positions and propose guidelines for "division of labor." An interim report will be presented in Phoenix.

Rhonda suggested that the current needs of the organization are not reflected in the current officer positions.

16. The slate was approved as amended (see Appendix B).
17. With no time remaining, committees will be established to consider the following old and new business:
  - Revisit the purpose and mission of NEDSI.

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- Rethink the role of the exhibitor at NEDSI. Committee: Ed Arnheiter
- Clarify the purpose of and the venue for the Advisory Council meetings at our annual regional meeting and what the requirements are to remain in good standing. Committee: Mike Maggard, Chris Kydd, Dan Reid.
- Review the duties of VP Proceedings. Investigate publication of Proceedings. Committee: John Affisco
- Determine the establishment of an effective website. Consider assigning this task to VP Communications.

ACTION ITEM: Rhonda and Fariborz will establish committees (if committee not already in place) to report on the issues listed above at our next business meeting in Phoenix.

The meeting was adjourned at 1:00 p.m.

Respectfully Submitted,

Susan Pariseau

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**APPENDIX A:**

**Final Report of  
2006 NEDSI Conference  
San Juan, Puerto Rico**

**Programming Committee:**

Jennifer Swanson, Program Chair  
Minoo Tehrani, Local Arrangements Chair  
Doug White, Proceedings Editor  
Chris Roethlein, Doctoral Student Session Coordinator  
Ed Arnheiter, VP for Promotional Activities  
Ken Sousa, VP for Technology

**Overview:**

- 152 attendees which included 20 student presenters (Roger Williams University Provosts' Fund for Undergraduate Research funded most of the student research papers)
- 127 competitively judged papers across 16 tracks including several invited papers
- 6 workshops covering a variety of topics including assessment issues, grant funding initiatives, service learning, seeking quality in business schools, faculty liability issues, global data sources and innovative teaching and curriculum issues
- 4 best paper awards in four award categories
- 2 exhibitors in attendance – Thomson Learning and ECCH
- Net Conference loss of \$7,245.65

**Notes related to budget:**

- Only a few in attendance that did not present so registration revenue was lower
- Only two exhibitors came (Thomson Learning and ECCH) so revenues lower
- Expenses high due to:
  - Extremely high food and beverage costs at hotel (close to \$20k total)
  - Expensive Reception (\$10,424.60) due to high food and bar bill
  - High shipping costs for sending programs, plaques, materials, etc.

**NEDSI Expenses for Last Fiscal Year (7/01/05 – 6/30/06):**

NEDSI expenses for this past fiscal year included charges related to the prior year's conference (2005) and other items. These charges included best paper award monies for the 2005 conference (paid 1/19/06), reimbursement for basic computer supplies, (paid 1/19/06), reimbursement of conference fees from the 2005 conference (paid 1/19/06), and the 2005 Board dinner at DSI (paid 1/19/06). Therefore, the bottom line NEDSI loss for the fiscal year is higher than my actual conference loss due to the expenses not related to this conference. However, for some reason DSI did not include the amounts for the best paper awards for my conference in the last fiscal year although those checks were cut and sent out before last year's fiscal year cutoff of 6/30/06. Therefore, these expenses will be on this fiscal year's expenses. For the 2006 NEDSI conference, the total loss was \$7,245.65 (including the best paper award monies not listed for last fiscal year).

For the entire fiscal year, NEDSI's loss was \$9,139.96 which included my conference amounts and the other expenses mentioned above.

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Appendix A, continued

**2006 CONFERENCE BUDGET AMOUNTS AND DETAILS**

**REVENUES**

*Registration:*

\$17,000 (132 regular participants @ \$125, 20 students @ \$25 (students discount rate))

*Late Registration Fees:*

\$140 (7 late registrations @ \$20 each)

*Extra Proceeding Pages:*

\$550 (\$550 initially collected but \$200 returned back to participants for overpayment –shown in expenses)

*Sponsors – Publishers:*

\$300 (ECCH for refreshment break)

*Sponsors - Schools:*

\$5,800 (\$2500 Stonehill, \$500 BU, \$1000 Hikmet, \$1800 RWU (\$2k total from RWU with \$200 for ad))

*Exhibit space:*

\$600 (\$3000 Southwestern Thomas, \$3000 ECCH)

*Advertising in Program:*

\$400 (\$200 RWU, \$200 Thomson Learning; at end of fiscal year, Thomson Learning still had not sent us a check for \$200)

*Extra Meal Tickets:*

\$830 (7 lunch tickets @ \$40 each; 22 reception tickets @ \$25 each)

*Membership Dues for DSI:*

\$850 (17 membership dues @ \$50 collected – this item is also listed as an expense as sent to DSI so no net gain)

**Total Revenues                    \$ 26,520.00**

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Appendix A, continued

**EXPENSES**

*Best Paper Awards for my Conference:*

\$1,200 (\$300 for each award in 4 award categories; if multiple authors, the \$300 amount was split between authors)

*Plaques for Best Paper Awards and Shipping of Plaques:*

\$959.60 (Vendor: Bridgewater Trophy - 10 plaques at \$69, 1 plaque @ \$79, \$190.60 for packing and shipping to Puerto Rico)

*Audio-Visual Rental (Screens), Room Setup, Two Overhead Projectors, Microphone and Sound System for President's Luncheon, Poster Boards and Stands:*

\$1,446.25 (Paid to hotel although it was subcontracted out to Sizzling Ideas Event Designers and Planners, a division of Integrated Creations)

*Hotel Catering for Food and Beverage Only:*

\$18,445.80 total bill

-Coffee Breaks (2 breaks per day for 3 days = \$4,294.40 total)

-President's Reception (food and beverage for 125; \$8,734.60 of which \$4,940.28 is bar bill)

-Board Luncheon (30 people @ \$40 each plus tax and gratuity = \$1,464)

-President's Luncheon (90 people @ \$36 each plus tax and gratuity = \$3,952.80)

*President's Reception Music and Entertainment and Gratuities:*

\$1,690 (Vendor: ML Music Productions and Entertainment)

*Hotel Meeting Room Charge and Table Rental Fees:*

\$4,540 (6 breakout rooms per day @ \$250 each for 3 days + \$ for the tables)

*Shipping Charges to Send Material to Puerto Rico:*

\$445.71

*Refund Overpayment of Proceedings:*

\$200

*Proceedings CDs:*

\$632.49 (Al Avery – 200 CDs @ \$3 each plus shipping)

*Program Printing and Shipping to Puerto Rico:*

\$2,055 (Vendor: OmniPress; 200 programs with 40 pages)

*Supplies – Ribbons:*

\$109.75 (Vendor: Bridgewater Trophy)

*Room Expenses for RWU Staff doing Registration:*

\$1,191.05 (for Vincie's room; comp rooms used for President and the DSI rep.)

*Membership Dues Sent to DSI:*

\$850

**Total Expenses \$ 33,765.65 = Net Deficit (\$ 7,245.65)**

## APPENDIX B

## NEDSI OFFICERS 2007-2008

Position	Name
<b>President</b>	Jennifer Swanson, Stonehill College
<b>President-Elect</b>	Rhonda Hyde, University of Delaware
<b>Program Chair</b>	Snehamay Bannerjee, Rutgers University
<b>VP Communications</b>	Joy Field, Boston College
<b>VP Member Services</b>	Eric Stein, Pennsylvania State University
<b>VP Programs</b>	Ken Sousa, Bryant University
<b>VP Proceedings</b>	John Affisco, Hofstra University
<b>VP Promotional Activities</b>	Ed Arnheiter, Rensselaer at Hartford
<b>VP Technology</b>	Janet Prichard, Bryant University**
<b>Treasurer</b>	Neset Hikmet, University South Florida
<b>Secretary</b>	W. Brett McKenzie, Roger Williams University
<b>Archivist</b>	Mike Maggard, Northeastern University
<b>Northeast National VP</b>	Shaw Chen, University of Rhode Island

\*\*Doug White, Roger Williams University is filling in for Janet Prichard

## BOARD OF DIRECTORS 2007-2008

Name	Ending Year
Darren Kass, Bloomsburg University	2008
Boualem Kezim, Merrimack College	2008
Effi Stavoulaki, Bentley College	2008
Hande Benson, Drexel University	2009
Javad Paknejad, Hofstra University	2009
Peggy Lee, Pennsylvania State University	2009
Laura Forker, University Massachusetts Dartmouth	2010
Doug Hales, University of Rhode Island	2010
Angela Wicks, Bryant University	2010