

**NEDSI Business Meeting**  
*Saturday, March 27, 2010 11:30 – 1:30pm*  
*Location: Hilton Alexandria Old Town, Alexandria, Virginia*

*Presiding:*

Snehamay Banerjee

*Present:*

John Affisco, Al Avery, Snehamay Banerjee, Gerry Campbell, Arthur Chen, Shaw Chen, Mark Davis, Maling Ebrahimpour, Joy Field, Laura Forker, Doug Hales, Neset Hikmet, Rhonda Hyde, Beate Klingenberg, David Levine, Linda Boardman Liu, Mike Maggard, Paul Mangiameli, Larry Meile, Margaret J. Naumes, William Naumes, Javad Paknejad, Susan Pariseau, Fariborz Partovi, David Pentico, Jan Prichard, Dan Reid, Luis Eduardo Rivera-Solis, Kaushik Sengupta, Deb Sledgianowski, Ken Sousa, Eric Stein, Jennifer Swanson, Minoos Tehrani, Yuh Yuan

*Absent:*

Effie Stavroulaki, Doug White, Angela Wicks

1. Meeting called to order at 12:10 p.m. by Snehamay Banerjee.
2. Luis Eduardo Rivera-Solis moved that the minutes from the 2009 DSI meeting in New Orleans be approved. Javad Paknejad seconded the motion. All were in favor; motion passed.
3. Report on the 2011 NEDSI meeting in Montreal

Minoos Tehrani reported on the 2011 NEDSI conference to take place in Montreal, Canada. The contract with the Marriott has been finalized; Snehamay Banerjee negotiated the reservation of 150 rooms over three nights with no payment required for the eight meeting rooms if all 150 rooms are filled with conference attendees. Hotel costs will be \$189 (Canadian) per night for a double room. Every 50 rooms filled beyond 150 will result in additional free meeting rooms. Meeting rooms are small due to the small size of the hotel. Minoos plans to hire mini-buses to transport people to Montreal from Western Massachusetts and perhaps the Boston area, if there is enough demand; costs will be \$1,200 round trip with room for 18 passengers per bus.

Instead of the Presidential luncheon on the last day of the conference, dinner in a restaurant near the hotel is planned for the awards ceremony. There will be 29 tracks at the 2011 conference with several new tracks planned (e.g., Sustainability, Negotiation). Many track chairs are from other countries; the local arrangements chair is from the University of Montreal. She expects that many of the international attendees from the 2009 conference in Nancy, France will be coming to the 2011 NEDSI conference.

4. Report on the 2009 Mohegan Sun meeting

Ken Sousa presented updated data regarding the 2009 NEDSI conference in CT. The initial estimated loss of \$12,000 for the conference has been cut to \$140. The biggest expense was an \$8,000 loss on hotel attrition. NEDSI had to pay for 40 rooms that were reserved but not filled @ \$200/night; reserved rooms were canceled right up to the beginning of the conference. Snehamay pointed out that \$11,631 was shown as the total loss on the NEDSI income statement; he advised Ken to meet with John Affisco to reconcile the two different loss amounts.

Ken noted that recapping the sources of revenue was difficult to reconcile. Ken and Snehamay stressed that John Affisco (as treasurer) should issue all checks to pay for each expense and should receive all sources of revenue. Currency exchange rates need to be applied to each receipt and expense for the conference in Montreal. Ken needs to inform Minoo about the channeling of all monetary transactions through John before the 2011 conference.

Paul Mangiameli noticed that expenses for the Hot Shot dinner in CT were not on the income statement. These costs need to be reconciled with the NEDSI income statement. (They're listed on the DSI income statement but not on NEDSI's.)

5. Report on the 2010 NEDSI meeting in Alexandria

Neset Hikmet reported on the 2010 conference. Excluding exhibitors, the 2010 conference drew 159 paid conference attendees. Snehamay (as Local Arrangements chair) negotiated great rates for the Hilton. Javad did a superb job of revitalizing exhibitor attendance; five attended the 2010 conference. One hundred and twenty papers were presented at the conference; 200-260 room nights were booked. The conference generated \$31-32,000 in revenue and \$35,000 in expenses. Due to the small number of sponsors, there was a \$3,000 - \$4,000 loss. Fewer people attended the conference than expected.

6. Update on the 2012 NEDSI meeting

Janet Prichard sought the Board's advice on deadlines for conference-related activities. Rhonda will give Janet this information. Janet also sought the Board's advice regarding possible venues for the conference.

Sites being considered for the 2012 conference include Boston, Providence, and Newport, RI. The main concern about a Boston location is that the national DSI conference will be in Boston in November 2011, six months before the NEDSI conference. Janet has contacted the Providence Marriott, the Providence Westin, the Hyatt Hotel in Newport, and the Newport Marriott for quotes on costs. The top rate quoted for a night in a hotel room is \$169; the lowest rate came from the Hyatt Hotel in Newport (actually on Goat Island) at \$119 per night plus a \$20 fee for parking. Most hotels in Providence (Marriott, Biltmore, Westin, Crown Plaza) quoted \$149 per night. A shuttle service to and from the airport charges \$10 one way for shuttles going to Providence and \$25 one way for shuttles going to Newport. It takes approximately 20 minutes to get to Providence from T.F. Green airport and approximately 35-40 minutes to get to Newport from the airport. The Hyatt quoted meeting room expenses at \$250-\$300. A relevant consideration for both venues is that T.F. Green airport is in Warwick, RI, not in Providence. Providence's advantages are great restaurants and many things to do; Newport's advantages are a scenic location on the waterfront and a greater likelihood of conference attendees staying in the hotel due to the isolation on Goat Island.

A discussion ensued regarding other conference considerations. Larry Meile noted that a conference location in Providence would attract a larger number of submitted papers and conference attendees but fewer attendees would stay overnight in the hotel. John Affisco noted that Providence is much easier to reach than Newport. Linda Boardman Liu agreed and said that if accessibility is a key concern, then Providence should be the location. Paul Mangiameli noted that colleges are less likely to pay for conference costs when the location is close to the college campus.

Linda said it would be helpful if program chairs from two years earlier could act as informal mentors to new program chairs on an ongoing basis. Snehamay said that Janet and Angela should send out contracts to a couple of experienced program chairs before agreeing to any offers. He estimated that expenses would include the \$139 package deal for lodging expenses and \$10,000 for food and drink; in exchange for 200 room nights reserved for conference attendees, Janet and Angela should ask for free meeting rooms. All agreed that Janet and Angela should narrow their negotiations to the Hyatt on Goat Island and the Westin in Providence, seek contract offers within 30 days, and see which hotel offers the better deal. Ken, Janet, and Angela will review the offers from the different hotels. Larry Meile said that there can be an electronic vote of NEDSI members regarding the venue between now and the national meeting in November with a response required within 10 days. The hotel, conference dates, and contracts should be nailed down before the NEDSI BOD meeting at the DSI conference in November with a pro-

forma budget available at the San Diego meeting. Considerations regarding conference dates include avoiding the Palm Sunday, Easter, and Passover holidays.

A discussion ensued regarding the feasibility of co-chairs for the conference. Janet and Angela want to remain co-chairs due to other time commitments. Both work at the same university, live near each other, and have a lot of contact with each other. Janet and Angela have agreed that Angela will become the President-elect after the conference. Angela will be signing papers for correspondence items from NEDSI to the sponsoring university (URI). Angela will be the contact person for all conference-related activities.

7. NEDSI meeting in 2013

John Affisco is willing to be the program chair for the 2013 meeting if his new dean agrees to sponsor the conference. John needs to get a definitive answer by this summer, before the San Diego meeting.

8. Slate of NEDSI officers and Board Members for 2010:

NEDSI Officers:

Automatic Promotions:

Snehamay Banerjee, NEDSI Advisory Council  
Ken Sousa, President  
Neşet Hikmet, President Elect

New:

Angela Wicks, VP of Programs

Continuing appointments:

Al Avery, VP of Proceedings  
Laura Forker, Secretary

Recommended for reappointment:

John Affisco, Treasurer  
Joy Field, VP of Communications  
Mike Maggard, Archivist  
Javad Paknejad, VP of Promotional Activities  
Eric Stein, VP of Member Services  
Doug White, VP of Technology

NEDSI Board of Directors:

Continuing appointments:

Gerry Campbell, Fairfield University  
Arthur Chen, National Yunlin University of Science and Technology  
Linda Liu, Simmons College  
Kaushik Sengupta, Hofstra University  
Deb Sledgianowski, Hofstra University  
Effie Stavoulaki, Bentley College

Reappointed:

Doug Hales, University of Rhode Island

New appointments:

Beate Klingenberg, Marist College  
Yuh Yuan, National Dong Hwa University

Larry recommended a 3-year term for the VP of Promotional Activities position. To do so, the bylaws would have to be amended. This needs to come up for a vote in the next six months. Luis proposed that the bylaws be amended to change the term for the VP of Promotional Activities position to a 3-year term; Snehamay seconded. All in attendance were in favor of this proposal; none were against and there were no abstentions. Motion passed.

Kaushik proposed that NEDSI BOD members should be required to attend all meetings at NEDSI and DSI conferences to remain on the Board. Luis agreed that there should be an attendance requirement. Dave Pentico said that there *is* precedent to remove Board members if they don't attend three meetings in a row. Maling suggested changing the NEDSI bylaws to put a limit on the number of meetings a Board member could miss. Snehamay agreed and said that Board members could simply not be reappointed for another 3-year term if they don't attend meetings. Dan suggested a requirement to attend at least one out of every three meetings (NEDSI & DSI) to remain on the Board but added that Advisory Board members shouldn't be removed if they don't attend meetings. All agreed that this should be an action item for Ken, the new President – to check the bylaws regarding attendance at Board meetings for continued membership on the Board.

Dan made a motion for a bylaw change: that the President-Elect for NEDSI be included as a member of the NEDSI Advisory Board. Paul seconded. All were in favor, none were opposed, and there were no abstentions. Motion passed.

## 9. Officer Reports

### a. Treasurer

John Affisco said that he and Al Avery are working to fix the PayPal system so that all expense and revenue items can be broken down. (National DSI wants NEDSI to provide general ledger account items.)

b. VP of Technology

Doug White was not in attendance.

c. VP of Member Services

Eric Stein has set up a Linked-In group for general communications to all NEDSI members as well as a Linked-In subgroup for NEDSI officers and the NEDSI Board (15 members in this group).

Dan, Eric, Paul and Laura are resurrecting the Campus Rep program to assign NEDSI reps to certain schools in order to promote NEDSI membership and conference attendance. Board members were asked to consider who at their schools might make good Campus Reps. NEDSI attendees who are not currently officers or Board members would be good candidates for Campus Rep.

d. VP of Programs

Minoo Tehrani was not available to lead the discussion about NEDSI programs. A debate ensued regarding acceptance rates for papers presented at NEDSI conferences. Dave suggested a higher rejection rate for submitted papers (accept 80%; reject 20%). Paul said that we can't increase the rejection rate because a lot of people would be unable to get funding to attend the conference; this would decrease overall conference attendance. It was agreed that papers from the 2010 NEDSI conference should be broken down into categories: submitted, accepted, rejected, and withdrawn to get an idea of the current acceptance rate as well as attendance rates among paper presenters.

The discussion turned to the possibility of including a Student Papers track at NEDSI conferences. Al noted that other regional DSIs have Student Paper tracks and suggested that we consider having one too. Snehamay stated the NEDSI Board voted on and rejected a Student Papers track for the Brooklyn conference. Janet suggested that the 2012 NEDSI conference could be a good conference to try out a Student Papers track because of the central location of the conference in Rhode Island. Students wouldn't have to travel far to present their papers.

Other issues included training for future program chairs and attendance tracking and enforcement for conference participants (paper presenters, session chairs, etc.) Linda Liu suggested that NEDSI offer mentors for program chairs, track chairs, etc. NEDSI could make it mandatory for past program chairs to meet with future program chairs so that they could pass down tips and lessons learned from chairing a conference. Peggy Naumes said that a formal session for program

chairs could be open to anyone interested in being a program chair, not just those already committed for a conference. Rhonda said that the best preparation for being a Program Chair is to first be the Treasurer; you learn every aspect of what money is spent where. She said that this is the best way to learn what's involved in being a program chair.

Kaushik noted that attendance at conference sessions has been very sparse. Even session chairs and paper presenters haven't shown up for their session. Last year, one paper award winner neither presented nor attended the conference; Ken didn't give him the paper award or the money that went with it. Laura suggested that track chairs assume responsibility for making sure that every paper presenter and session chair show up in their respective tracks; this has been done at national DSI conferences. Al said that in the past, paper presenters who didn't show up had future submissions rejected for the next three years. This practice has stopped but could be resurrected. Currently, accepted papers aren't allowed to be published in the Proceedings if at least one author hasn't paid for the conference. Fariboz said that some paper presenters don't pay for the conference but still get their names printed in the program as having presented. Dan said that he has called a paper presenter's Dean if they didn't pay for the conference but had their name listed in the program. All agreed that this issue should be pursued further.

e. VP of Promotional Activities

Javad Paknejad thanked Neset, Snehamay, Larry Meile and Al Avery for their availability and help with finding exhibitors for the 2010 conference. Javad said that they were able to increase the number of exhibitors this year to five; this was noteworthy given the difficulty of getting exhibitors to come to past NEDSI conferences. Javad asked all Board members to stop by this year's exhibitor displays and speak with the exhibitors, thank them for coming, and help make them more willing to come back to future conferences. Special thanks were extended to Javad for all his work in attracting sponsors and exhibitors to this year's conference.

Javad noted that a \$400 pledge from a sponsor in Dubai hasn't materialized. Neset said that he will pursue the sponsor and get him to pay the money he promised to NEDSI. Al said that NEDSI got many "half sponsorships" for coffee breaks at this year's conference and that they added up to enough sponsorship to meet expenses. All agreed that the host institution should be a major sponsor of the NEDSI conference.

f. VP of Communications

Joy Field said that the newsletter is targeted to members and other people who attend the NEDSI conference. She currently uses a three-year rolling attendance

of people who attend the NEDSI conference as well as others who self-identify as NEDSI members to the national office on the membership renewal form. Dave suggested sending the newsletter to deans and department chairs at northeast business schools to increase awareness of NEDSI. Eric Stein said that he could create a list of all faculty at northeast schools. Rhonda offered her list from the DSI doctoral consortium; she contacted all directors, deans and department chairs at AACSB accredited Ph.D. programs across the country to attract attendees to the consortium. Joy said that newsletter is aimed at NEDSI conference attendees and shouldn't be sent out randomly to people who aren't involved with NEDSI. She invited submissions to the newsletter. (E-mail her at [fieldj@bc.edu](mailto:fieldj@bc.edu)).

g. VP of Proceedings

Al Avery reported on the proceedings for the 2010 conference. All conference materials (proceedings, name tags) were coordinated and completed on time. Al proposed allowing paper authors to publish their full papers in the proceedings if they wanted to as well as including shorter papers. Al said that the typical paper length is around 15-20 pages. Mark suggested limiting the paper length for inclusion in the proceedings to 30 pages. Dave suggested putting papers on the NEDSI web site as national DSI does; this could save money. Maling said that national DSI did distribute the proceedings on CD when the conference was in New Orleans. Al said that the publication price for the proceedings is coming down and isn't such a burden anymore. Larry suggested putting no page limit on papers for the proceedings; if length becomes an issue, it could be addressed then.

10. Northeast VP report

Dan said that the new editor of *Decision Sciences* has been selected; negotiations are ongoing between him/her and the national DSI Board. The new Supply Chain Management Journal being edited by Ram Narasimhan will not be funded by DSI. (Michigan State University is currently funding it.) When Ram is no longer the editor of the journal, the journal will die unless some other university is willing to pay for its printing and operation. The last item concerned reduced membership rates for people from other countries where professors don't make as much money as U.S. professors do. The reduced rate was voted on and approved.

11. New business

Linda suggested that information about hotel fees be added to the number of room nights when presenting information about future conferences.

Eric said that board members presenting information later during NEDSI Board meetings often don't have time to share all the information they have assembled.

Larry suggested continuing NEDSI meetings as long as is necessary to give all officers enough time to present their information. Al added that no one needs to be anywhere until 3:00 p.m. so that there is time to extend Board meetings.

12. Adjournment

Peggy moved that the meeting be adjourned. Javad seconded. The meeting was adjourned at 2:15 p.m.

Respectfully Submitted,

Laura Forker