



United States Mixed Martial Arts Kick International Federation

**Annual Board teleconference call 12 noon September 30<sup>th</sup>**

**Teleconference Roll Call by: Frank Babcock**

**Attending on line: Ryan Brueggeman, Ted Welsh, Robert Hulett, Steve Carr, Mary Carr, Brian Batton, Matt Hughes, Dr. David Wang**

**Not attending: Bob Schirmer, Tommy Moore**

**Frank Babcock turned the meeting over to Ryan Brueggeman for the following discussion and updates**

**Agenda:**

- **Summary of events and growth of regions**
  - **Northwest Region Report - Scope of Operations**

**UMMAF scope of operations for 2016 in the West/North West Region has 14 projected events for the calendar year. The events will have taken place or will take place in Nevada (12), California (1) and Iowa (1). The majority West/Northwest region takes place in Nevada. To date 18 events have taken place or are scheduled to take place in Nevada. UMMAF total share of events has been 12 of 18 or 66% of all events in Nevada. There are four sanctioning bodies in Nevada that are authorized and licensed by the Nevada Commission UMMAF, ISKA, ISCF, and USMTA. Currently there are five amateur promoters actively promoting events in Nevada. King of the Cage (KOTC), World Fighting Championships (WFC), Tuff-N-Productions, Real MMA and One Kick Nick. UMMAF has sanctioned events for three of the five promoters in 2016; KOTC, WFC, and Tuff-N-UFF. UMMAF has the capability to conduct sanctioning in California with limitations. Due to California's current legislation the California Mixed Martial Arts Organization (Camo) is the only licensed organization to sanction amateur events at public venues within the state. This limiting factor only allows UMMAF to sanction events on Sovereign tribal land or Federal Military Installations. UMMAF is in regular discussions to file for approval with the California State Athletic Commission (CSAC) to gain sanctioning recognition in California. UMMAF meets the non-profit organizational requirements as a sanctioning organization within California and has tailored our regulatory requirements to meet or exceed those of the CSAC.**

**UMMAF will sanction a California an event with Earn Your Stripes. In 2015 UMMAF sanctioned 2 events in California 1 with KOTC and the other with California Fight League (CFL).**

**The remaining states in the West/Northwest Region are Oregon, Washington, Idaho, and Alaska. The Oregon State Athletic Commission regulates both amateur and professional MMA. This creates a limiting factor for UMMAF to only sanction events on sovereign tribal land or Federal military installations. The Washington Dept. of Licensing only regulates professional MMA but allows 3<sup>rd</sup> party sanctioning for amateur events. UMMAF has submitted all appropriate documentation for sanctioning approval from WDoL. Amateur MMA is regulated by the Idaho State Athletic Commission through 3<sup>rd</sup> party sanctioning. UMMAF has not sought sanctioning licensing with ISAC as of now. Amateur MMA is legal but unregulated in Alaska. Alaska has no state commission at this time. Summary of Events**

<b>1. WFC</b>	<b>March 4</b>	<b>Las Vegas, NV</b>
<b>2. TUFFNUFF</b>	<b>March 12</b>	<b>Mesquite, NV</b>
<b>3. WFC</b>	<b>March 19</b>	<b>Reno, NV</b>
<b>4. KOTC</b>	<b>April 30</b>	<b>Las Vegas, NV</b>
<b>5. Elite Striking Challenge</b>	<b>May 29</b>	<b>Davenport, IA</b>
<b>6. IMMAF WC</b>	<b>July 5-10</b>	<b>Las Vegas, NV</b>
<b>7. WFC</b>	<b>July 16</b>	<b>Las Vegas, NV</b>
<b>8. KOTC</b>	<b>Sept 3</b>	<b>Las Vegas, NV</b>
<b>9. WFC</b>	<b>Sept 10</b>	<b>Laughlin, NV</b>
<b>11.Earn Your Stripes</b>	<b>Sept 10</b>	<b>March AFB, CA</b>
<b>12. WFC</b>	<b>Sept 24</b>	<b>Lake Tahoe, NV</b>
<b>13.KOTC</b>	<b>Oct 15</b>	<b>Las Vegas, NV</b>
<b>14.WFC</b>	<b>Oct 29</b>	<b>Las Vegas, NV</b>
<b>15.KOTC</b>	<b>Dec 3</b>	<b>Reno, NV</b>

#### **Plan for continued growth in the West/Northwest**

**UMMAF will continue to focus on expanding our footprint within the West/Northwest region and beyond. There is the potential to increase UMMAF growth in all states in the region. The only state in the region that regulates both amateur and pro MMA is Oregon but Oregon has numerous Native American tribal casinos that would allow for UMMAF sanctioning if UMMAF can acquire the promotions within the state that meet UMMAFs sanctioning criteria. Washington State is the most promising area for growth in the Northwest region. All documentation for licensing has been submitted. Promoters, athletes, and coaches have expressed their interest in working with UMMAF in Washington. Reign FC is the most promising opportunity in Washington as they are actively promoting events on a regular basis and have expressed interest in working**

with UMMAF. KOTC has also expressed interest in expanding their operation to Washington once UMMAF licensing in Washington is approved.

Growth in Nevada shows is stagnant at this time. There are few Promoters actively doing events and they are content with their current sanctioning. Due to Nevada's rural population there are only a few select markets that would allow for promotions to flourish. The two main markets are Las Vegas and Reno. The WFC is the only promotion currently doing event in Reno. KOTC has a proposed event scheduled for Reno at the end of this year at the Silver Legacy Casino. KOTC standard contract is for a four fight agreement. Should this contract come to fruition it would increase our footprint in Northern Nevada by 100% and add an additional 3 events in Reno going into 2017. UMMAF has the infrastructure of officials in place to meet the added number of events.

### **UMMAF West/Northwest Region 2017**

UMMAF will continue to prosper in the West/Northwest Region in 2017. The market is strong and shows a lot of potential. It is possible that UMMAF will host a major IMMAF tournament in conjunction with the UFC in 2017. Pending the approval of licensing in Washington State UMMAF can begin focusing on licensing Idaho. UMMAF will also seek out promotions that are operating on sovereign tribal land in Oregon at the earliest convenience. Our relationship with our promoters are growing as their promotions grow. The 2016 event calendar shows 14 events.

Summary update prepared by: Ralph Cook- UMMAF- West/Northwest Regional Director

- **Southeast Region Report – scope of Operation Regional Overview for 2016**
- **Justin Brown came on board at the end of 2015 as support for Ryan Brueggeman to raise awareness for UMMAF on the East Coast and immediately began to put a plan together to open doors throughout multiple states in the region. He was also tasked with reaching out to and forging relationships within each State Commission in the SE, working towards understanding all of their individual sanctioning policies, limitations and licensing requirements. In addition to working with each state commission the goal was to reach out to some of the top gyms and promoters in the territory and ensure they know who we are and what we have to offer toward progression of their athletes into our National Tournament. This goal has been received very well and has led to the largest growth for UMMAF in the SE.**
  - **He began to sanction shows in the SE starting after the first of the year 2016. Valor Fights on February 13<sup>th</sup> 2016 was the first UMMAF show on the East Coast. He has steadily been able to grow UMMAF with additional promotions and states. Our largest hurdle is working with some states that have a lengthy approval process for sanctioning bodies. Here is a list of**

**shows on the East Coast that we have sanctioned since our start in 2016 (17 East Coast shows so far):**

- **Tennessee- Valor Fights 30 February 13<sup>th</sup> 2016**
- **Tennessee- Valor Fights 31 February 27<sup>th</sup> 2016**
- **Tennessee- Apex Fights 10 March 19<sup>th</sup> 2016**
- **TIMELINE- Brought in Thomas Brooks as TN state Rep after our first 3 shows in TN**
- **Tennessee- Valor Fights 32 April 29<sup>th</sup> 2016**
- **South Carolina- Conflict 37 April 30<sup>th</sup> 2016 (2 Thai bouts only for the state commission)**
- **Tennessee- Valor Fights 33 May 14<sup>th</sup> 2016**
- **Tennessee- Apex Fights 11 May 21<sup>st</sup> 2016**
- **Tennessee- Valor Fights 34 June 4<sup>th</sup> 2016**
- **New York Madison Square Garden- Triumph Kombat June 10<sup>th</sup> 2016 \*This was done by Ryan Brueggeman**
- **Tennessee- Valor Fights 35 June 25<sup>th</sup> 2016**
- **South Carolina- Conflict 38 June 25<sup>th</sup> 2016**
- **TIMELINE- *Received official approval to sanction in the states of Virginia and Georgia although it should be noted that along with the approval, there was an annual license fee of \$1K from GA and \$500 from VA. We are the only amateur sanctioning body allowed in GA currently.***
- **TIMELINE- *Brought in Jeff Kemp as the GA state rep end of July***
- **Virginia- Glory 32 July 22<sup>nd</sup> 2016**
- **Florida- USA vs Cuba Team Kickboxing July 23<sup>rd</sup> 2016 \* This show was done by Kick International team**
- **Tennessee- Valor Fights 36 Aug 13<sup>th</sup> 2016**
- **Tennessee- Valor Fights 37 Aug 27<sup>th</sup> 2016**
- **Georgia- Conflict 40 Aug 27<sup>th</sup> 2016**
- **Georgia- NFC 86 Aug 27<sup>th</sup> 2016**
  
- **Here is a list of upcoming shows that we have sanctioning contracts on already:**
- **Tennessee- Apex Fights 12 Sep 17<sup>th</sup> 2016**
- **Virginia- RFS 17 Sep 24<sup>th</sup> 2016**
- **Georgia- NFC 87 September 30<sup>th</sup> 2016**
- **Georgia- NFC 88 November 11<sup>th</sup> 2016**
- **Virginia- Blaze Muay Thai Series Dec 17<sup>th</sup> 2016**
- **Georgia- AFC January 28<sup>th</sup> 2017**
- **\*We do have at least 3 other shows from Valor and Apex in TN that will come to us prior to the end of the year but dates have not been announced.**
  - **Plan for continued growth in the SE**

- **I am currently focusing on the states where we have financial exposure to recoup (GA and VA) to ensure their guaranteed success. We are confident we have the right state rep in place in GA to continue to grow UMMAF throughout however this will be a slow process due to the limiting nature of the state commission. In VA Justin is personally overseeing our growth there until the right candidate is vetted.**
- **We have found that there has been a steady decline in MMA events across the US that has been attributed solely to the expense of sanctioning (mostly from the states taking over amateur mma). Justin has made it a point to raise the awareness of each state commission in the SE as to why it makes sense for us to be allowed to sanction within their state. UMMAF would not only spur growth of properly regulated and safe MMA within these states by lowering cost to promoters but we would limit the losses incurred by states who sanction smaller shows that rely on gate fees to cover their overhead, which in most cases ends up in an overall loss to the commission. For example SC, GA, NC and TN are in substantial debt (-\$500K+) that grows every year which has led to raising costs to promoters, which leads to less events within their states. When the doors are opened for us to sanction an event, we can guarantee the state makes a positive revenue even when they are not involved (event permit fee, sanctioning body license fee, athlete licenses, etc). In addition to positive revenue for the states, we would increase opportunities for local athletes which brings new excitement to regional/local shows.**

- **Plan for State Reps in the SE**

- **As previously noted we currently have 2 additional state reps in the SE. Jeff Kemp in GA and Thomas Brooks in TN. I have also just brought on board Diana Williams who was the head of the SC Athletic Commission for the last 5 years. Diana will be helping assist Justin directly with regulation of events where he is short-handed or may need her assistance.**
- **It is mandatory that each state rep know who each active promoter is within their state and report back on who handles their sanctioning Justin has pulled licenses for review in several states and has created a spreadsheet on anyone who had an active promoters license since 2008 (in 6 states so far). His primary goal is to work on the current active licenses, his state reps will then begin to reach out to the former promoters whose licenses may have lapsed. The goal here is to ensure these promoters are aware that we have been approved to sanction now in their respective areas. In addition to growing our sanctioning presence, we are working to increase the overall awareness of UMMAF within each state. This is done by ensuring the local gyms, coaches and athletes know and understand what we have to offer.**

- **Upcoming Events New regions and State recognitions reviewed**
- **2016 National Qualifiers review of potential promoters**
- **2016 National Championships summary continued growth**
- **2016 IMMAF World Championships summary of success**
  
- **2017 UMMAF National Tournament Proposals under consideration on the East Coast.**

**Two options are currently under consideration and being reviewed.**

**The first option was the Charlestown Casino in WV who have expressed interest. They have the proper venue space and lodging for us however we have a couple issues we will need to work through with the WV State commission which is currently under review. We are not approved to sanction in the state of WV however the state is very open to having us there and supporting us. Leon Ramsey is the Head of the WV Commission and stated he is looking to grant us a waiver to host and sanction our show in the state. They have a couple issues with their regulations that needs addressed in order for us to host the tournament there as well, mainly the mandatory bout suspension (6 days). This would need modified or a waiver granted for us to host a 3 day tournament as well. They also have different requirements for Novice (under 3 fights) and Advanced Amateurs (3+ fights).**

**A. The second location that came to us was from our Promotion Partner RFS in VA. He is tied in with Shenandoah University there. He holds MMA events on campus already and they are more than willing to help us as well. They have offered us the event space as well as lodging within dorm room buildings they have on campus. They also have a large cafeteria on campus as well. This would be a solid backup plan should we not be able to work through the proper waivers required to host in WV. Submitted by Justin Brown UMMAF SE Regional Director**

- **JAMM7 Multimedia social media continues to grow**
- **Video production encompassing promotional materials for sponsorships**

**The teleconference meeting was turned over to Frank Babcock prior to concluding the call.**

**Frank Babcock informed the board about the following items:**

**1. Our By Laws are being reviewed by the organization's Executive Committee and Attorney to determine any updates which should be considered to include, definitions of duties and structure of committees, for referral to the board as necessary recommendations to be voted on and implemented.**

**2.The IMMAF Board conference call what held on September 29<sup>th</sup> at which time We were notified that a new agreement with the UFC is being proposed and should be completed within one month, as such, there has been no decision as of yet for when and where the IMMAF World championships will be held, pending completion of current negotiations with several facilities.**

**3. Due to increased activities and in the interest to obtain additional input now that we are in a stable growth mode, I would like to move to bi-monthly teleconference calls, immediately following the review and recommendations for any changes or updates of our By Laws.**

**Meeting adjourned Board conference concluded 12:44 PM September 30, 2016**

**Minutes completed by Brian Batton Secretary**

**Frank Babcock Chief Operating Officer /Director**