

YOUTH ON THEIR OWN

October 22, 2015

4:45 PM at YOTO

BOARD MEMBERS IN ATTENDANCE: Bryan Foulk, Mike DiChristofano, Tom Hoyt, Sean Murray, Mary Stewart, Jane Klipp, Kim Marohn, Mike Hanson, Bill Stoffers

BOARD MEMBER ABSENT: Terry Hlivko, Bob Levine, Jim Bushnell

STAFF MEMBERS IN ATTENDANCE: Teresa Liverzani-Baker, Joyce Rodgers, David Martin, Brooke Nowak

GUEST IN ATTENDANCE: Juan Ley

CALL TO ORDER: Bryan Foulk called the meeting to order at 4:45pm

CONSENT AGENDA

Program Report:

We started internship program. Selected 10 students, 3.0 gpa, good standing with us and school to apply. Interviewed all 10, and they attended a prep course with U of A prior to interviewing. All 10 had great interviews. First job all have ever had. 10 week curriculum for merchandising, answer phone, work with customers. We checked their background as they had to pass to work. It is a paid internship and they are paid \$9 an hour. They are required to keep their grades up during the internship. Living situations vary from sleeping on friends couch to living on their own.

As of today, we have 1000 students. As of September, we had 878 active students. 860 students (81%) received stipends in September.

Approval September Minutes:

Tom motion to approve, Bill seconded

ED report:

The month of October has been extremely busy. We had the Wine Tasting and prepared for the opening of the Home Store.

We are putting together a strategy for Phoenix expansion to sell our mission.

The store sales as of 4:39pm (grand opening today, Oct. 22) \$1324, 56 transactions, average sale \$23.64, 204 items sold with Décor selling the most at \$563. Our budget is \$100 per day we are open (3 days per week). We didn't do aggressive marketing, but will start in a couple of weeks.

YOTO and U of A and Penn State will be one of 80 workshops offered at the NEACHY Conference in Phoenix and both David and Teresa will attend. Someone from U of A and professor of Penn State and David and Teresa will do 1 workshop out of the 80. We are the only org that focuses only on school. Our focus is keeping kids in school. We will be presenting in a large room that will seat at least 100.

Asked board members to help with tabling/speaking events that are coming up in November and several will help. Rotary car show event did not have as many cars this year. Think we did pretty well, but we don't have final numbers yet.

Board Development Report:

No meeting in September

Fund Development Report:

Have not had wrap up FWT meeting yet. We returned 18 cases of wine to BevMo and received refund. Non full cases purchased or donated were not returned and have some left over for other events. The food was great from Tavolino's.

Finance Report:

Met to go over Sept. financials. Loss for the month was less than August. Loss is under the revenue budget at about \$150k due to grant and individual donations. Spending is on budget. The next few months we hope not to make any changes. January will tell if we need to make any significant changes.

Approval of September Financials

Motion to approve by Mike H and seconded by Tom

OLD business:

Where are we on the board member documents to make sure we have all agreements? We have no progress since last month due to events happening in October. Will be prepared for the November meeting.

New business:

NONE

November board meeting will be at the Omni at Tucson National on November 19 at 5pm.

Adjourned for Executive session: 5:30

Transcribed by: Joyce Rodgers

Respectfully submitted by: Mary Stewart