

YOUTH ON THEIR OWN
November 20, 2014 @ 5:00 PM
YOTO Conference Room

BOARD MEMBERS IN ATTENDANCE: Bryan Foulk, Tom Hoyt, Sean Murray, Mary Stewart, Michael DiChristofano, Terry Hlivko, Kathy Smith and Stan Steinman.

BOARD MEMBERS ABSENT: Michael Arnold, James Bushnell, Marian Conrad Lalonde, Jane Klipp, Bob Levine, and Danita McMahon.

STAFF MEMBERS IN ATTENDANCE: Teresa Baker, Joyce Rodgers, Dane Binder, and Matilda Campbell.

GUESTS: Ava Butler (Organizational Development Consultant), Ruby Buchsbaum (SVP), Hank Walker (SVP) and Deborah Dale (WFSA).

CALL TO ORDER: Bryan Foulk called the meeting to order at 5:10 PM.

Mission moment:

Dane Binder showed a video to the BOD that gave information about how the new IT program will give YOTO students instant access to request information and needed items from the Student Advocates.

Board Presentation:

Deborah Dale from the Women's Foundation of Southern Arizona came to the meeting to talk about their program and how they can help YOTO. The WFSA gave YOTO a grant for \$17,500.

Consent Agenda:

Approval of October 23, 2014 minutes: Bryan Foulk motioned to approve minutes; seconded Sean Murray and approved.

Program Report (Dane Binder): See attachment

Enrollment Year to Date: 890 vs. 784 (13.5% increase)

Applications: Year to Date: 1066 vs. Last year: 909 (17.3% increase).

Middle school enrollment: 45

The IT system on track with all deliverables for Mid-December.

KIN: Everything is set up for the Holiday KIN event at JC Penney (12/6/14); partnering with Nash Elementary (60 students to be served); next KIN event will be in August, 2015.

Finance Report (Joyce): See attachment

Development Director Position: YOTO will hire a headhunter to find a Development Director.

Bookkeeper: A new bookkeeper (Christine Freeman) was hired and started on 11/17/14.

Grant writer: A new grant writer (Kristyn Conner) was hired and started on 11/19/14.

Audit progress: The final audit was received and distributed to the Finance Committee Chair and Board Treasurer on 10/30/14.

990 (tax returns): Completed on 10/30/14

Human Resource Items: Luis Aparicio (Program Coordinator) resigned because he is moving out of town. Joyce is recruiting a data entry specialist to take his place.

Cost Allocation Plan: Will be completed by 12/31/14.

Executive Director Report (Teresa): See attachment

Fall Wine Tasting: YOTO goal: \$30,000; Actual: \$34,144 – 27% over LY goal. Exceeding the SP goal of 10% increase.

Back to School:

2014 Goal: \$21,250 Cash; Actual: \$13,246 -32% from LY

201 In-Kind Goal: \$25,000; Actual: \$41,318 +39% from LY (Increase in in-kind donations over cash reflects national trend).

Annual report: Mailed out

Third Party/Speaking/Tabling Events: Going well with a variance of community support.

Talk of The Town: Saturday, March 14, 2015, at Casino Del Sol Resort (board members are needed to help sell sponsorships).

Board Development Committee Report (Kathy Smith): See attachment

Mrs. Kim Marohn's nomination was approved.

Mr. David Martin was nominated to the board; approval at next board meeting.

Mr. Wilcox might be able to recruit people to join the YOTO BOD.

Next BDC meeting will be 12/9/14 @5:30pm at Bluefin Restaurant.

Fund Development Committee Report (Mary): See attachment

Comparison chart: Joyce will create a comparison chart with 2015 TOTT goals, previous two years, and column for actual amounts to trend event and assist in establishing 2016 goals.

Back to School goal: Fell \$8,000 short of our goal.

Donor Perfect: Updates are taking place. Wendy is updating records for faith-based organizations and adding new contacts. Wendy will also be creating a plan of action for speaking and tabling events. These events will be staffed by YOTO board and staff members.

Board resources and participation: Members need to take a more active role in fundraising. Board members will be asked to commit to specific speaking/tabling events over the next few months.

Approval of October Financials:

Mary Stewart motioned to approve financials; seconded Michael DiChristofano and approved.

Consent Agenda:

A motion to approve consent agenda was made by Terry Hlivko; motion seconded Tom Hoyt and approved.

Consultant Report: Ava Butler

Ava strongly recommends hiring a senior-level Director of Development as soon as possible, utilizing the services of a headhunter.

Old Business Discussion:

Strategic Plan updates

New Business:

1. New ED evaluation form was approved
2. Finance Committee charter was approved by Board (see attachment). Executive Committee charter to be completed.
3. ED to determine year-end bonuses for staff.
4. Calendars for all committees will be created.

ADJOURNMENT: Meeting adjourned at 6:55 pm. There was no executive session. The next meeting will be the board retreat. It will be held on 1/24/15 from 9:00am-4:00pm at TEP headquarters.

Transcribed by: Matilda Campbell

Submitted by: Mary Stewart, Board Secretary