

YOUTH ON THEIR OWN BOARD

July 21, 2016 5:00 P.M.

YOTO Office

Board Members in Attendance: Terry Hlivko, Sean Delinger, Jennifer Row, Bryan Foulk, Tom Hoyt, Bob Levine, Bob Villamana, Glynda Underwood, Bill Stoffers, Sean Murray, Will Taylor, Mary Stewart, Jane Klipp

Board Members Absent: Mike DiChristofano, Mike Hanson, Juan Ley, Kris Cohen, Kim Marohn

Staff Members in Attendance: Nicola Hartmann, David Martin, Matthew Palmer, Kim Flores

Call to Order: Tom Hoyt, Board President called the meeting to order at 5:05 p.m.

May Meeting Minutes and Financials: Bob Villamana moved to approve the May Minutes and seconded by Bryan Foulk. Motion was made by Bill Stoffers to approve the May Financials and seconded by Jane Klipp. All voted in favor of motions.

YOTO has over a million dollars in real estate; Cash: \$280,000 accessible and Investments: Close to a million dollars (\$800,000 to a million). This is a great opportunity, let's take advantage of our position.

Operations Report by Matthew Palmer: Still working on cleaning up data. The weekend of Labor Day is when the YOTO Audit will occur. Further cleaning and organizing is necessary and will continue up to that time. As staff left the finances kept piling up. However, with the assistance of current staff; contracting past employees and with the help of several board members the department was able to catch up.

YOTO's temporary Bookkeeper, Jerry, might get hired as permanent staff.

YOTO is no longer a 4 star navigator charity, our current rating has changed to a 3 star rating. YOTO will remain a 3-star rating as we go into the next year and one additional year (two years) when we have the opportunity to be back to a 4 star rating. It will be our goal to return to the 4 star rating. We only missed the 4 star rating by 2/10s. There are several non-profits in town who are 4 star rated charities.

The Board's concern is that this new rating will impact the donations we get from our donors, and the opportunities we may not have due to the new rating. Nicola has recently met with several major donors who know about the change and they have not expressed their concerns about this matter.

Executive Director Report by Nicola Hartmann: The first 6 weeks have been great! She is really happy with the staff and sees a lot of potential in the team she has in place.

- Challenges she has had is putting all the pieces together, acquiring passwords has been difficult and the lack of historical information is nearly nonexistent.
- Nicola has met with other organizations in the community to see how they can be potential partners and how they can best serve the youth of the community.
- By the next board meeting: everyone will have a name plate
- Nicola distributed a calendar with upcoming board meeting dates. She will email a copy to members absent from the meeting.
- YOTO is the beneficiary for the second year of the Rotary car show event. Event details: Saturday, October 15 at the Gregory School. YOTO needs to sell 100 tickets and volunteers are needed to assist at the event. The contact person is Kristyn Connor.
- Development director candidates have been interviewed this week, hopefully the right candidate will begin in the next few weeks.
- Evaluations of the Home Store have begun. YOTO alumni are now assistant managers of the store and are in charge of the operation including training incoming interns; handling incoming donations; developing store guidelines, etc. Based on the current information regarding the costs and revenue for the first year, the Home Store broke even.

Fund Development: Mary announced the next fundraising event will be the Fall Wine Tasting, which will be held at Flemings in October. In an effort to increase revenue this year, the format will change. Revenue will be generated from Sponsorships; ad sales, a raffle with tickets sold prior and during the event; a Wine Cork Pull, and an Ask at the event.

The cost of the event will be the same as last year \$65 per person and Raffle and Cork Pull tickets will be \$20.

Event Needs: Sponsorships, 100 Raffle items valued at \$50 or greater, 200 bottles of wine for cork pull (Value of \$20 or great). Bryan is working on having the wine for the tasting donated to help reduce the cost of the event. Each board member is asked to assist in any way to meet the needs of the event.

Board Ask: every board member will need to donate 3 bottles of wine (Valued \$20 or greater) PLUS \$100. Contact Nicola or Mary with your donation. Thanks!

Board Development: Tom reported we currently have 18 board members and the bylaws allow up to 22 board members. The goal for this year is to have all 22 positions filled and create a diverse group. Task for Board: Each board member is asked to provide 2 to 3 names of potential board members for the current board members to review.

- Tom would like to see the board more involved in third party events to bring more awareness and provide more support.
- Tom also asked for board volunteers to work on the Strategic Plan.
- Reminders: Board members are invited to attend the JAG graduation, next Thursday, at 5pm.

Old Business: Bob provided an update on the corner building: we would like to purchase or have a long term lease for the building next to the YOTO building, but have not had much success so far. The owner is Ralph Duran, who is currently on vacation and was asked to be called back after August 3rd. The potential lease on the building is: \$3,400, not a very promising purchase or lease at this time.

Future Business: Tom would like discuss the topic of YOTO expanding to other areas of AZ at the September meeting.

Adjournment: Meeting adjourned at 6:15

Transcribed by: Kim Flores

Submitted by: Mary Stewart, Board Secretary