

**YOUTH ON THEIR OWN
October 22, 2014 @ 5:00 PM
YOTO Conference Room**

BOARD MEMBERS IN ATTENDANCE: Bryan Foulk, Sean Murray, James Bushnell, Jane Klipp, Bob Levine, Danita McMahon, Kathy Smith and Stan Steinman.

BOARD MEMBERS ABSENT: Tom Hoyt, Mary Stewart, Michael Arnold, Michael DiChristofano, Terry Hlivko and Marian Conrad Lalonde.

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), David Martin (Mattress Firm).

CALL TO ORDER: Bryan Foulk called the meeting to order at 5:13 PM.

Mission moment:

Dane Binder gave a briefing on graduation rates. Historically, high school graduation rates have been arrived at using multiple formulas that varied by state and researcher, and were based on several different definitions of the student baseline, of a diploma and of a graduate.

YOTO's Graduation calculation:

-Grad rate = junior grads + senior grads/# of seniors enrolled at the end of the year + junior grads

-26 junior grads + 263 senior grads/334 seniors + 26 junior grads = 80%

-289/360 = 80% Graduation Rate

The BOD's were given YOTO student applications to review and then they decided if they would approved/disapprove the applications (based on YOTO's eligibility requirements).

The exercise gave BOD members insight on the YOTO application process.

Board President:

Dr. Foulk passed out a picture of a YOTO students teeth. He talked about how the student had extremely bad teeth and needed major dental work as soon as possible. Dr. Foulk agreed to provide the dental work for the YOTO student in need.

Approval of September 25, 2014 Minutes:

Bryan Foulk motioned to approve minutes; seconded (Danni McMahon) and approved.

Program Report: See attachment

Enrollment Year to Date: 824 vs. 773 (7% increase).

Applications: Year to Date: 959 vs. Last year: 827 (16%).

Middle school enrollment: 24

The IT system on track with all deliverables.

Finance Report: See attachment

\$36,000 needs to be transferred from RBC account into general operating checking account.

QuickBooks Enterprise is implemented.

YOTO liability insurance is renewed.

The post audit is almost complete and Joyce is currently working on the 990 returns.

Executive Director Report: See attachment

Board & staff members currently selling Rotary Car Show raffle tickets.

Fall Wine Tasting - YOTO goal: \$36,000.00, after all of the money is collect we will make our goal.

Back to School – 2014 Goal: \$21,250.00 / TD Net \$12,446.00

YOTO has placed two ads in the Arizona Alliance of Non-Profits and The Chronicles of Philanthropy, to fill Development Director Position. Director of Development position resumes are being received and a two applicants have been contacted by phone.

Culver's event:

\$1056.00 at Broadway location

\$932.00 at River location

\$800.00 at Thorneydale location

Annual report – in-process targeted mail date: 10/20

Third party events/Speaking and Tabling events are going very well with nice variance of community support.

Board Development Committee Report: See attachment

Several individuals are interested in becoming board members.

Mrs. Kim Marhon has completed all of the applicant materials.

Next meeting will be 11/11/14 @5:30pm at Bluefin restaurant.

Fund Development Committee Report: See attachment

All members are expected to raise funds as well as act as ambassadors and advocates for YOTO.

Consent Agenda:

A motion to approve consent agenda was made by Danni McMahon; motion seconded and approved.

Consultant Report: Ava Butler

Phase 2 of Ava's work is winding down with most deliverables met. Ava spent significant time working with Dane on Program priorities and all agreed priorities are now underway. As an example, the expanded PET program, now called the Career Development Program, has both a business and operational plan, and has been launched.

One outstanding deliverable, the recommendation for the ED annual performance evaluation process, will be brought to the Board for decision in November.

Despite budget constraints, hiring a senior-level Director of Development as soon as possible is strongly encouraged due to the pressure on Teresa and on YOTO's ability to reach its fundraising goals. The Board is encouraged to step up their fundraising contributions/activities even more than they are already are to help fill the gap.

Old Business Discussion:

The BOD specifically the Board Development Committee is working on recruiting more members to join the YOTO board.

It was discussed that board members will connect/meet with loyal donors. Holiday greeting postcards will be sent out to our donors thanking them for supporting our students.

New Business:

1. The KIN shopping event will held on 12/6/14 @0645 at JC Penny's.

ADJOURNMENT: There was no executive session. The next meeting will be held on Thursday, November 20th, at 5:15 p.m. at the YOTO office.

Respectfully Submitted:

Matilda A. Campbell
Volunteer and Operations Coordinator

Transcribed by: Matilda A. Campbell