

**YOUTH ON THEIR OWN**  
**Saturday, May 16<sup>th</sup>, 2015**  
**9:00 AM at TEP Headquarters**

**BOARD MEMBERS IN ATTENDANCE:** Bryan Foulk, Mike DiChristofano, Bob Levine, Sean Murray, Sandy Wilcox, James Bushnell, Danita McMahon, Tareq Hishmeh, Bill Stoffers, Tom Hoyt

**BOARD MEMBERS ABSENT:** Jane Klipp, Kim Marohn, Mary Stewart, Terry Hlivko, Mike Hanson, Marian LaLonde

**STAFF MEMBERS IN ATTENDANCE:** Teresa Liverzani-Baker (ED), Joyce Rodgers (DOF), David Martin (DOP), Wendy Smith (DM)

**CALL TO ORDER:** Bryan Foulk called the meeting to order at 9:03 AM.

*Introduction of members* (new: Bill Stoffers, Tareq Hishmeh)

Motion to approve April minutes by Sandy Wilcox; motion seconded and approved.

*U of A College of Education:* Dr. Michael Sulkowski:

- Results from “Use of Financial Incentives with Homeless Students” (handout provided).
- Two years’ worth of data was used.
- To date, no one has done what YOTO is doing as far as quantitative data collection.
- Key findings – survey was unbiased; results consistent among different demographics; equivalent engagement among varying living conditions; teenage parents uniquely engaged, higher stipend earnings, etc.; students who return to the program tend to earn more.
- YOTO preparing a presentation summarizing results for the national NEA conference in November (collaboration w/ UA & Penn State).

*Training Session (DVD):* “Making Your Message About Impact Not Needs”

*Financials:* See documents

- YOTO management – “Is it in the best interest of our students? Will this expense help them?” as opposed to “Is it in our budget?” This is a trend in fundraising. Opportunities aren’t overlooked just because they aren’t in the budget.
- Continually looking for new, consistent revenue streams (MGC, Home Thrift Store).
- Monthly overhead averages between \$60,000 - \$70,000.
- Currently have \$842,000 in investment account, and \$170,000 in cash reserves. We earn approx. 6.5%.

Motion to approve financials made by Danita McMahon; motion seconded and approved.

*Program Updates:* See document

- 300+ students will graduate!
- Bryan explained KIN; expansion planned for '15-'16.
- Career development is in its 4<sup>th</sup> year. We plan to track students as they progress; do they graduate, do they get a job?
- Discussion concerning program goals for '15-'16; data tracking will begin for retention purposes.

***Strategic Plan Updates:*** See document; additional notes bulleted below.

- Program: On track with completed capacity areas.
- KIN expansion (August 22<sup>nd</sup> & 29<sup>th</sup> for first school semester '15-'16); **no more** than 55 shoppers!!!
- Career Development Coordinator/Manager to be hired.
- Tremendous growth in third-party events over the past two years.
- Grant writing opportunities will increase as we continue to gather relevant data, due to the ability to apply for federal grants.
- Go-live date for Intacct will be July 1, 2015.
- Chandler expansion may take place; cost of Client Track in accordance with expansion?
- Discussion of rights to intellectual property for Client Track and the YOTO business model; negotiations need to take place.
- Need for immediate planning for possible expansion (in anticipation of increase in interest as a result of NEA presentation). How can the YOTO package be marketed for others to “open a charter”?

***Proposed '15-'16 Budget***

- Budget went to finance committee; insufficient time to review/study prior to retreat. Tentative executive committee meeting at 4:45 @ Tavolino on June 2<sup>nd</sup>. Finance committee meeting to follow at 5:45.
- Discussion: If we have a large surplus, what is the best use of the money? What will make our program stronger? How can we serve more students? What additional variable costs come into play when a student is added? How much does it cost yearly for one student?

***Fund/Friend Raising Updates***

- Incorporated with other topics.

***Board Invoice***

- Explanation of board donation recap.
- Expectation for Monthly Giving Club.

***Thrift Store Updates:***

- Changes to be made to flyer.
- Explore Goodwill as a potential resource to pay for training student interns.

**Meeting adjourned at 2:12.**

Motion to approve by Tareq Hishmeh; motion seconded and approved.

**Next meeting: Thursday, June 25<sup>th</sup> @ 5:00 PM**

Transcribed by: Wendy Smith

Respectfully submitted by: Bryan Foulk