

YOUTH ON THEIR OWN BOARD MEETING
Thursday, November 17, 2016 | 5:00 PM
YOTO Office

Board Member In Attendance: Tom Hoyt, Bill Stoffers, Bob Levine, Mike Hanson, Sean Denlinger, Jane Klipp, Mary Stewart, Bryan Foulk

Board Members Absent: Kris Cohen, Glynda Underwood, Bob Villamana, Mike DiChristofano, Juan Ley, Kim Marohn, William Taylor

Staff Members in Attendance: Nicola Hartmann, David Martin, Daniela Zasa, Matthew Palmer, Kristyn Conner, Daniel Armenta

Call to Order: Tom Hoyt, Board President, called the meeting at order at 5:10 p.m.

Mission Moment: Daniela Zasa

Daniela gave an update on YOTO's middle school students. This school year, YOTO has seen a huge increase in enrollment at Pistor Middle School (located near Irvington and I-19). Last year, we had 4 students at Pistor; so far this year, we have served 20 students. Typically, these middle school students are in YOTO due to foster care placement or poverty.

Daniela visited Pistor last week because 5 of the students badly needed uniforms and shoes. Two of the students (Anissa and Damanick) are siblings were removed from their home because parents were on drugs ("it was hard for us and we couldn't breathe") and now live with their aunt and uncle who are struggling financially. The other three students are siblings from the reservation whose parents dropped them off at a shelter because they couldn't afford to make ends meet. All of the students qualify for our Special Needs funding, which will provide them with the uniforms that are required by their school.

Tom reiterated that these stories are the kinds of important anecdotes that we strive to tell our donors.

Donor Open House Recap: Daniel Armenta

Between 20-25 people attended YOTO's donor open house at the Home Store on Tuesday, November 15th (including 3 prospective board members). The goal was to allow people to feel more connected to YOTO. Overall, the event went really well. It was a good size crowd – both intimate and manageable. Staff members took small groups of donors on tours of the main YOTO building, while others mixed and mingled with donors in the Home Store. At the end of the evening, one donor made a \$1,500 donation. These types of events are low cost, efficient and effective. The development team strives to hold at least one open hour per quarter, either at YOTO or at the home of a board member.

Program Report: David Martin

YOTO recently took 7 students on all-day tour of Davis-Monthan Air Force Base. While not all of these students have plans to join the military after high school, it was a good opportunity for them to see the options that they have post-graduation. We will track how many of those students express an interest in and actually enlist after graduation.

The 4th cohort of Home Store interns are midway through their internship. The 5 interns (4 males, 1 female) are all doing great, especially those who were shy and reserved at first. They have all blossomed and come out of

their shells.

Finally, YOTO is constantly looking at new ways we can partner together with other agencies in town, leveraging the community-wide resources that we don't already provide to our youth.

Finance/HR Report/Operations/Audit: Matthew Palmer & Bob Levine

The audit is progressing, but is taking much more time and effort than anticipated (largely due to Intacct, our accounting software, which will be re-evaluated in the future). Matthew provided statements of activities (actual vs. budget) and statements of financial position. We have more revenue at this point in time than we did last year, and expenses are lower.

Matthew also highlighted a recurring donor gift of \$40,000 to pay down mortgage. Board member Juan Ley is cultivating several of donors who may be willing to help us cover the remaining balance (which is approximately \$35,000). The mortgage on the Home Store building is approximately \$108,000.

Approval of October Minutes: Mary Stewart

Mary suggested one amendment to the October minutes: adding the board members who were absent from the October meeting. Bryan Foulk motioned to approve the budget as amended, seconded by Mike Hanson. All voted in favor of the motion, with none opposed.

Executive Director Report: Nicola Hartmann

A fundraising goal in 2016-2017 is to re-establish lapsed donors and strengthen relationships with existing donors. The development team is meeting with funders who have not given to YOTO in several years to see what we can do to re-engage them. We anticipate to begin seeing the impact of those gifts in 2017. We are also working on a plan to increase our donor retention, which is higher than the national average but is still somewhat low and can be improved. Part of that is continuing to make donors feel appreciated for their gifts. Tom Hoyt and Bill Stoffers reiterated how important it is to write the new donor thank you cards every month.

YOTO leadership also met with a consultant to update the organization's existing HR manual to ensure that our documents are aligned with the new labor law changes. We are also moving forward with the strategic planning process. Focus groups and online surveys of stakeholders will begin soon.

Finally, the board will also be establishing a Program Committee in the future.

Board Development Committee Report: Bill Stoffers

Bill highlighted the 2 board prospects up for consideration: Elizabeth Nielsen and Tony Cazzato. He also introduced several other prospects that may be up for consideration at an upcoming board meeting: Jim Stelzer, Tom Elliott, Sam Brown, and Jay Pesco. Nicola also has 2 female prospects that she will submit for consideration.

Bill Stoffers motioned to approve Elizabeth Nielsen's nomination to the board, seconded by Jane Klipp. All voted in favor of the motion, with none opposed.

Bill Stoffers motioned to approve Tony Cazzato's nomination to the board, seconded by Jane Klipp. All voted in favor of the motion, with none opposed.

Nicola also strongly suggested that any new or interested board members consider attending a board governance training by Alexander-Carrillo. These trainings are conducted every other month, are brief, and are very affordable.

Fund Development Committee Report: Mary Stewart

The committee did not meet this month, as members are still winding down after the Fall Wine Tasting in October. Overall, the team plans to change the approach to generating revenue for the organization, straying away from “traditional” methods. This will be a big piece of the new strategic plan.

Old Business: Tom Hoyt

The board is still looking for a venue for the retreat (scheduled for Saturday, January 14th, tentatively 8 a.m. – 3 p.m.). Mary will check if the Omni is available.

Sean Miller, whose term on the board recently expired, plans to remain on finance committee with intentions to reapply for a new board term after a 1-year hiatus.

New Business: Tom Hoyt

Bob Levine commented that our investment strategies haven’t been largely successful thus far - market average at best. He asked for suggestions from other board members on strategies, recommend investors, etc. The topic was tabled and will be discussed further at a Finance Committee meeting.

Executive Session: Tom Hoyt

YOTO staff were excused from the meeting at 6:16 p.m. for an executive session. Executive session ended and meeting adjourned at 6:30 p.m.