

Board Meeting Minutes 10.27.16

In attendance: Tom Hoyt, Bryan Foulk, Bob Levine, Kris Cohen, Sean Delinger, Mike DiCristofano, Terry Hlivko, Jank Klipp, Juan Ley, Kim Marhon, Sen Murray, Bill Stauffers, Will Taylor, Glynda Underwood

Staff in Attendance: Nicola Hartmann, Matthew palmer, Jacki Vaughan-Chaldy, David Martin

5:05 - Call to order - Tom Hoyt

5:06 - Mission Moment – David Martin

- Jasmine’s story about how she got away from parents with addiction issues, lives with grandmother. She is a high achieving student at Tucson High School who was recently accepted into the University of Arizona with the dream of studying law.

5:08 – Jobs for Arizona’s Graduates summary, presentation included.

- Positives and draw backs were discussed. Jacki and David presented the overview of what the partnership entailed.

5:30 – Finance Report – Matthew Palmer, reports included

- Matthew presented Bob Levine with Kosher bubble gum
- the YOTO 401k plan trustee has been changed from Bryan Foulk to Nicola Hartmann.
- Nicola is now the Statutory Agent on the Arizona Corporation Commission website, All officers and annual report has been uploaded too.
- Matthew, Nicola, and Mike Dicristofano met with the auditors on 10.27.16 to go over pre audit details, had the individual interviews with Nicola and Mike. Audit begins on 1.1.16
- Stipend processing is going well
- Finance Committee met with representatives from RBC. They will now attend future Finance Committee Meetings on a quarterly basis.

5:37 Chief Executive Officer Report

- Nicola handed out drafts of the 2016 Community Report to everyone, final product will be mailed the week of 10.31.16.
- Students promotion for the holiday season, \$20 gift card and blanket drive. All 3rd party events will be steered in this direction. The students do not know about the blanket drive.
- Mini mall email blast, we have had a great community response
- State Farm opportunity, 200 Non Profits Nationally. Top 40 get \$25,000. Anyone can vote up top 10 times a day from each email address. Please ask your friends and family.
- Open house 11.15.16 celebrating 1-year Home Store Anniversary, gives current and potential donors a chance to meet the board. Also give everyone an opportunity to meet our interns.
- Tax Credit “Buck Slip” created as a handout and mailer insert. Qualifies under the working poor state tax credit. \$400 for individuals, and \$800 for couples. Can be used though 4.15.17 this year, and will be promoted from now until then.

- \$65,000 donation from Julia Konisberg, \$40,000 to pay down the mortgage on the main YOTO building which will mean that with our regular mortgage payments we will have the building payed off in the next 12 months. And \$25,000 towards student stipends. Sean Murray asked if that goes towards the Connie Hillman Foundation match, Nicola will check.
- Fall Wine Tasting was a huge success, over \$37,000 was raised, making it the most successful one to date. Flemmings had positive feedback. Going forward, they would like to move the event to 12-3PM.
- YOTO is fully staffed, new bookkeeper Candice Treftz, Donor Relations Manager Daniel Armenta, and Home Store Manager Kate Neumann.
- 6:00 Board Development Update – Bill Stauffers
- Proposal to have monthly open houses to showcase YOTO to new donors
- Bill shared his experience buying food for the Mini Mall at Frys and asking the Assistant manager for a discount, the manager after hearing what we do and how we help students reached into his own pocket to pay for the items himself. Asking for an company to help can spread the word and create new donors.
- Tom added that LA Fitness want to do something to help out YOTO, as does 49ers Country Club

6:10 Fund Development Update – Kris Cohen

- Fall Wine Tasting had lots of positive feedback from her guests

6:12 Old Business

- None

6:13 New Business

- Bryan gave a radio interview on 1490, spoke for 20 minutes about the YOTO program
- Nicola thanked Terry and Sean for their contributions to the board
- David will send a list of December graduations as dates become available.