YOUTH ON THEIR OWN BOARD RETREAT

Saturday, June 16, 2018 – 8:30am

YOTO MPR

***Board Members in Attendance:***

Bill Stoffers, Sean Denlinger, Sean Murray, Tony Cazzato, Cristie Street, Deb Salaiz, Elizabeth Nielsen, Jay Peskoe, Tom Hoyt

***Staff Members in Attendance:*** Nicola Hartmann, Matthew Palmer, Bethany Neumann, Daniela Zasa, Daniel Armenta, Katrina Verduzco

***Call to Order:***Tom Hoyt, President called to order at 8:30AM

***Icebreaker:***

9:00 – 10:30 a.m. Recruiting the right board members– facilitated by Jenny Carrillo

***Approval of April Minutes:***

Bill Stoffers motions to approve April minutes, seconded by Jay Peskoe. All voted in favor of the motion, none opposed.

***Finance Report: Deb Salaiz***

**2018.2019 Budget Highlights**

**Income:**

|  |  |  |
| --- | --- | --- |
|  | **2017.2018** | **2018.2019** |
| Gov. grants | $198,560 | $200,660 |
| Ind. & Foundation Giving | Projected 5% increase |  |
| Businesses, Churches, Third Party | No increases projected |  |
| Wine Tasting | $94,672 | $103,865 |
| Spring Lunch | $178,993 | $195,495 |
|  |  |  |
| **Total Budget** | **$2,588,574.12** | **$2,693,905.28** |

**Expenses:**

|  |  |  |
| --- | --- | --- |
|  | **2017.2018** | **2018.2019** |
| Stipends | $673,287 | $742,512 |
| Program: general budget increase, event for graduation, scholarships | $72,682.54 | $102,600 |
| Salaries & benefits | $759,027 | $977,017 |

**Expenses:**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **2017.2018** | **2018.2019** | **Decrease** | **Increase** | **Notes** |
| Contract Labor | 14,994.57 | 87,876.15 |  | 72,881.58 | Increase /$7,000 Design of Capital Campaign Materials / $30,000 Capital Campaign Consultants / $10, 983 Staff on Maternity Leave / $18,000 Program Database Consultant / $3,760 Mini Mall help during Back to School Campaign = $69,743 |
| Ameri-Corps | 41,000.00 | 0.00 | 41,000.00 |  | We have discontinued this program. And will be using interns. |
| Audit | 22,800.00 | 23,800.00 |  | 1,000.00 | Increase of $1,000 |
| Printing & Reproduction | 43,428.27 | 55,178.27 |  | 11,750.00 | $10,000 Capital Campaign Materials/ $1,750 Graduation Photos |
| Marketing/Advertising | 34,711.50 | 44,711.50 |  | 10,000.00 | $10,000 for Radio Spots this year |
| Web Site Services | 6,033.58 | 11,878.16 |  | 5,844.58 | $2,600 less as we are no longer using Elizabeth Flint / $9,000 increase for Web site consultant = $6,400 |
| Dues/Subscriptions/Memberships | 40,227.60 | 9,637.00 | 30,590.60 |  | $31,543 less without Client Track |
| Mobile Mini Mall Fuel | 0.00 | 4,880.00 |  | 4,880.00 | New This Year |
| Telephone/Internet | 18,260.00 | 22,210.00 |  | 3,950.00 | $3,400 Increase due to 10 phones for YOTO Crew |
| Maintenance & Repairs | 9,000.00 | 10,012.34 |  | 1,012.34 | Increase due Student Success Center |
| Storage and Shredding | 6,654.62 | 9,631.00 |  | 2,976.38 | $2,500 Increase storage space for the Mobile Mini Mall RV and rate increases |

**Expenses:**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **2017.2018** | **2018.2019** | **Decrease** | **Increase** | **Notes** |
| Equipment Lease | 6,152.57 | 18,249.12 |  | 12,096.55 | $6,000 for RV Lease in October $6,000 additional copier for the Student Success Center |
| Subcontractor/Janitorial | 3,600.00 | 7,200.00 |  | 3,600.00 | Two buildings this fiscal year |
| Mini Mall Supplies | 1,168.64 | 9,539.68 |  | 8,371.04 | Increase supplies for the Mobile Mini Mall |
| Rent - Offsite Event Venue | 23,090.04 | 26,090.04 |  | 3,000.00 | Increase from $4,000 to $7,000 for Fall Wine Tasting Event |
| Donor Meals/Appreciation | 637.31 | 1,200.00 |  | 562.69 | $600 Increase for Capital Campaign |
| Staff Professional Development | 5,819.31 | 24,154.50 |  | 18,335.19 | $15,229.50 for Program/ $7,800 for other staff |
| Mileage | 10,678.84 | 17,505.00 |  | 6,826.16 | $1,200 for Capital Campaign, $600 for Caring Couriers, $5,000 for Program Coordinators |
| Depreciation Expense | 39,977.84 | 77,778.71 |  | 37,800.87 | Increase because of Leasehold and Building Improvements |
|  |  |  |  |  |  |
| **TOTAL EXPENSES** | **$2,459,677.16** | **$2,842,744.55** |  |  |  |
| **Budgeted NET INCOME** | **$142,895.23** | **$429,148.47** |  |  |  |

Jay Peskoe motions to approve budget for 2018.2019, seconded by Cristie Street. All voted in favor of the motion, none opposed.

***Approval of April 2018 Financials:***

Jay Peskoe motions to approve April financials, seconded by Bill Stoffers. All voted in favor of the motion, none opposed.

***Approval of May 2018 Financials:***

Sean Murray motions to approve May financials, seconded by Bill Stoffers. All voted in favor of the motion, none opposed.

***Program Update: Daniela Zasa***

Issues Facing Youth Experiencing Homelessness:

* Reliable & Timely Transportation
* Housing Shortages
* Quick Note on LGTBQ+ Youth/Young Adults
* Employment
* Parenting
* Mental Health

***CEO Report: Nicola Hartmann***

* Nicola presents 2018.2019 budget to the board
* Total expenses for 2018.2019 = $2,842,744.55
* Budgeted NET income = $429,148.47

Cristie Street motions to approve Board Resolution, seconded by Bill Stoffers. All voted in favor of the motion, none opposed.

**New board positions:**

Bill Stoffers - Board Secretary

Deb Salaiz – Treasure/ incoming Board President

Elizabeth Neilsen - Board President

Jay Peskoe motions to approve new board positions, seconded by Tony Cazzato. All voted in favor of the motion, none opposed.

Transcribed by Katrina Verduzco

Meeting Adjourned at 1:00 pm