Junior Achievement of the Palm Beaches & Treasure Coast, Inc.
Board of Directors Meeting
Thursday, December 21, 2017 at 8:00 A.M.
“Teleconference”

I. Welcome & Introductions
   Pete Bozetarnik

II. Minutes of the Board Meeting of November 16, 2017
    Rick Stone

III. Chairman’s Report
     Pete Bozetarnik

IV. Committee Reports
    A. Finance
       Mark Veil
    B. Development
       Dena Kennedy
    C. Brand
       Claudia Kirk Barto
    D. Education
       Dr. David Christiansen
    E. Board Development
       Pete Bozetarnik
    F. Governance
       John McGowan
    G. President’s Report
       Claudia Kirk Barto

V. Old/New Business
   Pete Bozetarnik
   a) NPF Unmet standards-Employee Manual

VI. Adjourn

“Our mission is to prepare and inspire young people to succeed in a global economy through classroom programs and simulations that focus on work readiness, entrepreneurship, and financial literacy.”
MINUTES OF
BOARD OF DIRECTORS MEETING
OF
JUNIOR ACHIEVEMENT OF THE PALM BEACHES & TREASURE COAST, INC.

THURSDAY, NOVEMBER 16, 2017 AT 8:00 AM
“TELEPHONICALLY”

ATTENDED
Pete Bozetarnik
Dr. Mary Ann DuPont
Arty Falk
Trey Fogg
Gary Hennings
John McGowan
Curtis James
Dena Kennedy
Michael Percy
Ellen Regnery
Glenn Schanel
Michael Simms
Michelle Tierney
Mark Veil
Mark Wade

NOT IN ATTENDANCE
Michael Becker
Steve Bevilacqua
Ken Carter
Dr. David Christiansen
Joey Davis
Stephen Lenehan
Melissa Nash
Welsonne Renoir
Rick Stone
Ryan Thompson

STAFF ATTENDANCE
Claudia Kirk Barto
Rachel Ramos

I. Welcome
Pete Bozetarnik

Pete Bozetarnik called the meeting to order at 8:04 a.m. Claudia indicated that we had a quorum.

Pete welcomed new board member, Curtis James from Sikorsky, Lockheed Martin. Curtis indicated he has been with Lockheed Martin for twenty-one years. He is the department manager for flight instrumentation for the entire company doing testing all over the country. He is married with two children with one in college.

II. Minutes of the Board Meeting of October 19, 2017
Pete Bozetarnik

Pete Bozetarnik asked for a motion to approve the minutes of October 19, 2017. Motion was made by John McGowan, seconded by Dr. Mary Ann DuPont. All in favor, none opposed. Minutes of October 19, 2017 minutes were unanimously approved.

III. Chairman’s Report
Pete Bozetarnik

Pete thanked Dr. Christiansen for chairing the Education Committee. Dr. Christiansen will be adding district staff to the committee.
Annual Board Commitment Meetings: Sixteen (16) board members have completed their annual meetings with ten (10) that have not had their meeting. Janice will reach out to those that have not scheduled their meeting. Pete asked that everyone move this up as a priority. Main objective is the have 100% board personal giving and asked that this be completed by the end of December. Pete thanked those that have already made their contribution.

Pete asked the board to consider being on a committee for our upcoming fundraisers, Golf Classic and JA Gala. He asked that each board member look at their contacts, reach out to them for sponsorships, fill a table and support us in any way they can. Auction and raffle items are needed as well.

IV. Committee Reports

A. Finance

Mark Veil

Financial Statements:

**Balance Sheet**: End of October – Cash: $31,000; budgeted $25,000. Receivables: No old receivables; Payables: Current; Net assets $188,800. We will draw $25,000 from the line of credit in a week or so to cover expenses.

**Profit & Loss**: Revenues for the 4 months ended Oct 31, 2017 totaled $157,000 versus budget of $155,000. Corporate giving is under budget by $14,000 which should be offset by monies from several CRAs if we are not able to reach our budget for corporate giving. Expenses for the 4 months ended October 31, 2017 totaled $333,000 versus budget of $325,000. Salaries and benefits are under by $33,000 and program supplies are over by $39,000. Program supplies are a timing difference, as we are buying supplies upfront at a discount in the current year.

Pete Bozetarnik asked for a motion to approve the financials as presented. Motion was made by Dena Kennedy, seconded by Mike Percy. All in favor, none opposed. Financials were unanimously approved.

Approval of filing 990: The board needs to approve the filing of the 990. Pete indicated that it has been reviewed by the finance committee.

Pete Bozetarnik asked for a motion to approve the filing of the 990 as presented. Motion was made by Gary Hennings, seconded by Mark Veil. All in favor, none opposed. The filing of the 990 was unanimously approved.

B. Development

Dena Kennedy

Golf Classic: Event is Friday, December 15th with Mark Wade as chair. It will be at Jonathan’s Landing, Fazio Course, Old Trail. Dena reiterated that we need board help in securing foursomes, tee-signs, etc.
JA Gala: Committee meeting was Nov. 14 at 1:30 p.m. at the Kravis Center. Theme is: Hall of Fame with Hall of Famers being invited back. Dena asked the board members to secure both the live and silent items. She thanked those board members who have committed to putting tables together. There will be entertainment with either a band or DJ and dancing. Judy Mitchell is our honoree and we will highlight her and the Kravis Center.

Grants: The Riviera Beach grant that came in was $31,000 and Lake Park is $10,000. The Mary Alice Fortin was received for $25,000. The Stiles Nicholson Foundation committed $100,000 for programs and special events.

C. Brand

Claudia Kirk Barto

Claudia said we had great reviews on the new branded materials. Each staff member has a laptop that was donated by Lost Tree Foundation to use for presentations. We will get 3 bids to build the website. Claudia asked the Stiles Nicholson Foundation to underwrite the cost. Lastly she asked everyone to follow JA Social Media: LinkedIn, Twitter, Instagram and Facebook.

D. Education

Rachel Ramos

Rachel shared the success of Global Entrepreneur Week with 11 high schools participating. Over 2000 students were reached. Staff then had opportunities to present to the academy coordinators, principals, and assistant principals the other programming we offer.

JA Pivot was a success on October 28th. Students attended from Pahokee High School & the Weiss School. Three Keiser University entrepreneurial students participated as mentors. The JA students did a 3 minute pitch on stage to prepare for them for the pitch event in April. The students took back some great ideas to their schools as they work on their business plan.

We were approved for $31,000 from the Riviera Beach CRA for out of school programming. This kicks off at the Riviera Beach Marina Center November 27 from 5:30-7:30. Lake Park CRA has also agreed to summer programming for HS students for $10,000 and a proposal has been submitted to Lake Worth CRA for $14,500.

Dr. Christiansen suggested we reach out to the north regional superintendents to discuss the out of school programming to align with existing programs during the breaks. That meeting took place and they were excited about what we are doing in their region and hopefully attending the event. The SFL Science Center and Aquarium will also have a table with interactive exhibits. When we met with them we discussed...
having a kiosk at JA BizTown. There will be another meeting in Dec. JA Program Data will be submitted to Dr. Christiansen on a quarterly basis. He will share it with the academic cabinet as a tool to report back to their principals to track program holes and where we aren’t providing programming at all.

Rachel and Bob met with the Executive Director of the Marine Industry Association. They would like to sponsor us at Inlet Grove Discussion ensued about Job Shadowing and the pricing of our programs. A proposal will be sent this week. There is also a meeting set up with the Palm Beach Maritime Academy. MIA are also interested in sponsoring Caribbean Wind.

E. Board Development

Pete Bozetarnik

Pete indicated that we have two resignations: David Hamilton has relocated with BB&T to Charleston, South Carolina. Kim Lea due to time constraints with her sick father out of state. Both Keiser University and BB&T will help us identify replacements.

Pete Bozetarnik asked for a Motion to approve the resignations from David Hamilton and Kim Lea from the board. Motion was made by John McGowan, seconded by Mark Veil. Passed unanimously.

F. Governance

John McGowan

Last month there was a question raised by JA USA’s Jackie Dant about the By-Laws. The provision in question allows the Executive Committee to enter into contracts under $50,000. He doesn’t know when that was put in but it has been useful. Jackie Dant was going to look at it and hasn’t at this time. She said she hadn’t seen it in others, was unusual and asked if it was useful. John McGowan feels it should be left in unless she comes back at some time and asks us to leave it out. Pete agreed with John. Additionally, John mentioned that he and Claudia are continuing to work on the Employee Manual. John received JA USAs and it is significantly different. We will have an attorney who practices employment law in Florida review it. John asked the board if they knew of any attorney in this field to let Claudia know.

G. President’s Report

Claudia Kirk Barto

Today is Brittany Butler’s 1st year JA anniversary. We have seen such growth in JA BizTown under her leadership. Julie Katzenberg, our development manager that had been hired, ended up in the hospital and is unable to return to work until further notice. We have ended her employment and are looking at using a part time person that has great experience with events and development by the name of Stephanie Langlais. She will begin working on Golf and Gala after the Thanksgiving holiday.
Global Entrepreneurship Week was a big success and at the same time JA BizTown and other JA in a Days are taking place. Staff is out in the community. We have had more JA in a Days earlier this year and this is another reason why we needed the increase in program supplies. Both Kaitlyn and Rachel will be attending to the JA USA Southern Regional Conference in Tennessee. With JA USA approaching their 100th anniversary, Claudia has been identifying alumni and has asked the board as well.

V. Old and New Business

   A) NPF Unmet Standards: We need to approve the Accounting Manual which is attached to this packet. Pete and the finance committee have reviewed it. Claudia also indicated that she, Yvette Rochefort and Mark Veil will be meeting as well for a final review. We have to have this approved by the end of the month. We will send out an email with the accounting manual along with a motion to approve the manual. Please respond to that email with an electronic vote so that it is documented and approved by the deadline of November 30th. Janice will send a separate email with this information.

VI. Adjourn

Pete Bozetarnik asked for a motion to adjourn. Motion was made by Mark Veil, seconded by Mark Wade. All in favor, none opposed, meeting was adjourned at 8:45 a.m.

Minutes recorded via: iMeet and transcribed by: Janice Geary

Date: December 5, 2017

Signature: _________________________________

Board Secretary Approval: Print Name _______________ Date: __________

Signature: _________________________________
**Balance Sheet**  
**As of November 30, 2017**

### ASSETS

#### Current Assets
- **Checking/Savings**
  - 1000 · Cash & Equivalents: $13,483.10
  - 1100 · Petty Cash: $435.57
- **Total Checking/Savings**: $13,918.67
- **Accounts Receivable**
  - 1200 · *Accounts Receivable*: $180,095.00
- **Total Accounts Receivable**: $180,095.00
- **Other Current Assets**
  - 1300 · Prepaid Expenses: $250.00
- **Total Other Current Assets**: $250.00
- **Total Current Assets**: $194,263.67

#### Fixed Assets
- **1400 · Furniture, Equipment & Computer**: $7,213.48
- **Total Fixed Assets**: $7,213.48

**TOTAL ASSETS**: $201,477.15

### LIABILITIES & EQUITY

#### Liabilities
- **Current Liabilities**
  - **Accounts Payable**
    - 2000 · *Accounts Payable*: $200.00
  - **Total Accounts Payable**: $200.00
  - **Credit Cards**
    - 2060 · Publix Card - 0078: $7.78
  - **Total Credit Cards**: $7.78
  - **Other Current Liabilities**
    - 2100 · Payroll Liabilities: -$2,766.81
    - 2170 · Accrued Liabilities: $11,349.14
    - 2185 · BB&T - LOC - 00002: $25,000.00
  - **Total Other Current Liabilities**: $33,582.33
- **Total Current Liabilities**: $33,790.11

#### Equity
- **3300 · Restricted Fund - General**: $223,860.20
- **3500 · Unrestricted Fund Balance**: $509,087.34
- **3600 · Unrestricted Retained Earnings**: -$376,481.98
- **Net Income**: -$188,778.52
- **Total Equity**: $167,687.04

**TOTAL LIABILITIES & EQUITY**: $201,477.15
Junior Achievement of the Palm Beaches & Treasure Coast, Inc  
**Profit & Loss COLLAPSED**  
July through November 2017

<table>
<thead>
<tr>
<th>Ordinary Income/Expense</th>
<th>Nov 17</th>
<th>Budget</th>
<th>$ Over Budget</th>
<th>Jul - Nov 17</th>
<th>Budget</th>
<th>$ Over Budget</th>
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<tr>
<td><strong>Income</strong></td>
<td></td>
<td></td>
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<tr>
<td>4000  · Individual Giving</td>
<td>220.00</td>
<td>0.00</td>
<td>220.00</td>
<td>6,769.00</td>
<td>10,000.00</td>
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<td>4100  · Corporate Giving</td>
<td>1,545.57</td>
<td>7,500.00</td>
<td>-5,954.43</td>
<td>14,432.65</td>
<td>34,000.00</td>
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<td>4200  · Foundations</td>
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<td>25,000.00</td>
<td>0.00</td>
<td>47,500.00</td>
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<td>4250  · Sponsorships</td>
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<td>21,000.00</td>
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<td>4300  · Special Events Gross</td>
<td>13,850.00</td>
<td>65,500.00</td>
<td>-51,650.00</td>
<td>32,100.00</td>
<td>90,900.00</td>
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<td>4400  · Special Events Costs</td>
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<td>16,667.49</td>
<td>-8,823.99</td>
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<td>4600  · Grant Income</td>
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<td>4,167.00</td>
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<td>102,905.27</td>
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<td>4700  · Clubs &amp; Organizations</td>
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<td>3,067.51</td>
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<td>4800  · Tuition &amp; Fees</td>
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<td>2,500.00</td>
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<td>4875  · Miscellaneous Income</td>
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<td>9.00</td>
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<td>4885  · Franchise Fee</td>
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<td>-4,017.00</td>
<td>0.10</td>
<td>-12,050.70</td>
<td>-12,051.00</td>
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<td><strong>Total Income</strong></td>
<td>53,127.16</td>
<td>83,835.00</td>
<td>-30,707.84</td>
<td>209,808.74</td>
<td>238,993.00</td>
<td>-29,184.26</td>
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<td><strong>Gross Profit</strong></td>
<td>53,127.16</td>
<td>83,835.00</td>
<td>-30,707.84</td>
<td>209,808.74</td>
<td>238,993.00</td>
<td>-29,184.26</td>
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<td><strong>Expense</strong></td>
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<tr>
<td><strong>Public Relations</strong></td>
<td>-600.00</td>
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<td></td>
<td>-600.00</td>
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<td>5000  · Salaries/Taxes/Benefits/Train</td>
<td>50,065.16</td>
<td>55,034.00</td>
<td>-4,968.84</td>
<td>249,195.96</td>
<td>287,157.00</td>
<td>-37,961.04</td>
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<tr>
<td>5500  · Consulting/Professional Fees</td>
<td>1,685.02</td>
<td>4,800.00</td>
<td>-3,114.98</td>
<td>27,903.10</td>
<td>22,300.00</td>
<td>5,603.10</td>
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<td>6000  · Repairs &amp; Maint/Computer Servic</td>
<td>2,272.82</td>
<td>2,542.00</td>
<td>-269.18</td>
<td>10,712.39</td>
<td>12,710.00</td>
<td>-1,997.61</td>
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<td>6500  · Programs and Program Support</td>
<td>7,084.41</td>
<td>9,544.00</td>
<td>-2,459.59</td>
<td>84,115.94</td>
<td>47,007.00</td>
<td>37,108.94</td>
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<td>7000  · Office/Postage/Printing/Outside</td>
<td>4,459.36</td>
<td>5,869.00</td>
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<td>7500  · Other G &amp; A Expenses</td>
<td>483.47</td>
<td>287.00</td>
<td>196.47</td>
<td>3,236.68</td>
<td>4,200.00</td>
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<td><strong>Total Expense</strong></td>
<td>65,450.24</td>
<td>78,076.00</td>
<td>-12,625.76</td>
<td>398,587.26</td>
<td>403,023.00</td>
<td>-4,435.74</td>
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<td><strong>Net Ordinary Income</strong></td>
<td>-12,323.08</td>
<td>5,759.00</td>
<td>-18,082.08</td>
<td>-188,778.52</td>
<td>-164,030.00</td>
<td>-24,748.52</td>
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<tr>
<td><strong>Net Income</strong></td>
<td>-12,323.08</td>
<td>5,759.00</td>
<td>-18,082.08</td>
<td>-188,778.52</td>
<td>-164,030.00</td>
<td>-24,748.52</td>
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<tr>
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<td>NO</td>
<td>COMMENTS</td>
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<tr>
<td>1</td>
<td>NAME</td>
<td>DATE</td>
<td>YES</td>
<td>NO</td>
<td>COMMENTS</td>
<td></td>
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<tr>
<td>2</td>
<td>Amidon, Roger</td>
<td>Apr-17</td>
<td></td>
<td></td>
<td>Singer Island Marriott &amp; Spa, General Manager-Claudia reached out in Nov. 2015 for meeting. He is on Forest Hill Advisory Board. Met on August 30th, will follow up.</td>
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</tr>
<tr>
<td>3</td>
<td>Aube, Jason</td>
<td>Oct. 2017</td>
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<td></td>
<td>Claudia has a meeting with Jason from BB&amp;T on Nov. 17th. He suggested the new Business Banker.</td>
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<tr>
<td>4</td>
<td>Cardenas, Joe</td>
<td>Apr-17</td>
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<td></td>
<td>New entrepreneur—Was with BB&amp;T—Referral of Melissa Nash &amp; David Hamilton. Claudia will follow up with both Melissa and David. Will engage him in GEW.</td>
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<tr>
<td>5</td>
<td>Deese, John</td>
<td>Apr-17</td>
<td></td>
<td></td>
<td>Claudia will circle back at the end of February. John attended WARS &amp; will remain a supporter but won't being moving forward in the process. Claudia checked in again on 9/21.</td>
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<tr>
<td>6</td>
<td>Dodge, Dusty</td>
<td>Apr-17</td>
<td></td>
<td></td>
<td>Banker-Claudia is circling back to set up another meeting.</td>
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<tr>
<td>7</td>
<td>Duffell, Andrew</td>
<td>Apr-17</td>
<td></td>
<td></td>
<td>Mr. Duffell is from FAU Research Park. Claudia had a lunch meeting on 10/19.</td>
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<tr>
<td>8</td>
<td>Goldstein, Gabriel</td>
<td>Feb-17</td>
<td></td>
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<td>He is participating in GEW &amp; has been teaching JA classes. Attended STEAM lunch on Feb. 1st and MADS 3/10-coffee on 5/9/17.</td>
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<tr>
<td>9</td>
<td>Kohlhoff, Margo</td>
<td>May-18</td>
<td></td>
<td></td>
<td>Looking for new board to join. Claudia has worked with her in the past as committee and board member of other organizations. A meeting is being set up in Nov. Currently traveling.</td>
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<tr>
<td>10</td>
<td>LaBanz, LeeAnne</td>
<td>Feb-17</td>
<td></td>
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<td>Co-Chair of Education Committee &amp; still contemplating board engagement.</td>
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<tr>
<td>11</td>
<td>Magar, Mary Lynn</td>
<td>Apr-17</td>
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<td></td>
<td>Claudia will reach out after session in May. Nick Romanello initial contact.</td>
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<tr>
<td>12</td>
<td>Mathé, Michael</td>
<td>Apr-17</td>
<td></td>
<td></td>
<td>Claudia circled back with Michael in September and he is still traveling extensively. Still interested, asked to serve on the Golf Committee.</td>
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<tr>
<td>13</td>
<td>Price, Alex</td>
<td>Mar-17</td>
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<td></td>
<td>Erik Kirk suggested Alex. He is the Comcast VP of Gov &amp; Regulatory Affairs for Florida. Claudia is trying to meet up with him but with little success. Moved to Office Depot Foundation.</td>
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</tr>
<tr>
<td>14</td>
<td>Resnick, Monte</td>
<td>Nov-17</td>
<td></td>
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<td>Claudia met with Monte from Matrix Wealth Partners on 11.20.17 &amp; board packet was sent same day.</td>
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<tr>
<td>15</td>
<td>Searcy, Darrell</td>
<td>Jul-17</td>
<td></td>
<td></td>
<td>Claudia met with Darrell from Chandler Campbellle &amp; Daschle on 3.30. Darrell is a referral of John Fischetti. Pete &amp; Claudia then met him for lunch on 5.11.17. Will join the board. Claudia will follow up.</td>
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</tbody>
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Updated: December 12, 2017
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<thead>
<tr>
<th></th>
<th>A</th>
<th>B</th>
<th>C</th>
<th>D</th>
<th>E</th>
</tr>
</thead>
<tbody>
<tr>
<td>16</td>
<td>Weber, Tom</td>
<td>Mar-17</td>
<td></td>
<td>Claudia met with him and discuss him coming back on our board. He is now working with United Franchise Group as the President of Venture X. He will come back in FY18/19 after his chairmanship of Children Services Council.</td>
<td></td>
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</tbody>
</table>
President’s Report
December 21, 2017

K.P.A. #1 Student Impact

2016-17 Student Impact Total: 21,839  
2017-18 Student Impact Goal: 25,000  
Our current student number is 2,171  
Our current contact hours are 7,362

K.P.A. #2 Programs and K.P.A. #3 Volunteers

GEW was a huge success! The Stiles Nicholson Foundation had a photo op with Claudia at Gardens High School. Claudia attended the GEW presentations at Forest Hill High School with Judy Mercur speaking from Sweet Endings and Palm Beach Gardens High School with Donavan Kirk speaking on Sports Management/IT. Claudia joined the program team at the “Open House” at the Riviera Beach Marina Event Center. The purpose of the event was to promote JA Winter/Spring and Summer Break Programs as well as provide an opportunity for families to register. Claudia attended the STEMspiration Launch event at the S. Florida Science Center & Museum with Discovery Education. Claudia and Rachel met with the Science Center to discuss JA BizTown curriculum. Rachel met with the Town of Jupiter’s interim Town Manager to discuss partnerships. Winter Camp at Riviera Beach Marine Center will begin on January 2nd.

The Program team attended several school advisory meetings; Dwyer HS, John I. Leonard and Palm Beach Gardens HS. The Mayor of Lake Worth is very excited about the new partnership with JA and the Lake Worth CRA. She announced the partnership and her commitment to JA during the Mayor’s education council meeting. We will provide Spring break programming to Middle School Students.

Waste Management delivered their branded material to be “sold” at JA BizTown. They provided Waste Management trucks, sunglasses, hand sanitizer, Frisbees hats and a Waste Management vest for the student who holds the sponsored position.

The West Palm Beach Parks and Recreational Department applied for a grant and if awarded would like to use JA programming. 40 Jensen Beach High School Students from participated in HSH at Felix A. Williams. State Farm presented a check for their support of the program and a photo op.

We served 650 students at Westward Elementary School, we had the pleasure of having 7 High School heroes from Palm Beach Lakes volunteer for this JA Day.

JA program data report was sent to Dr. Christiansen for review.

Partnerships and Collaboration:

Claudia met with Elizabeth Cayson from Children’s Services Council to discuss Every Parent app. Claudia attended the National Philanthropy Day Awards Luncheon at the Kravis to cheer on G4S.

Claudia and Barbara Abernathy, POST team CEO and fellow JMI classmate. Lee Alderton, Heart Ball Chairwomen and Claudia met for lunch to talk about JA Gala. Claudia and Carolina Fernandez met at the suggestion of JA Boston CEO. Claudia and Gina from JA of S. Florida met to discuss grant writing, events, corporate development. Claudia co-chaired the LPBC Office Holders breakfast at Keiser University.

Claudia attended the Great Charity Challenge drawing at the Palm Beach International Equestrian Center. Claudia and Rachel met with Bernie Halligan and Don Berig from JL Cares to discuss the impact of their contribution and upcoming grant.
Claudia chaired the City of WPB Education Advisory Committee meeting.
Claudia attended the Conniston SAC/PTO meeting at Don Ramon Restaurant.
Claudia attended the Palm Beach Civic Association annual holiday party at the Breakers.
Claudia, Dr. Ron Davis, Ann Lee Gray, Clare O’Keeffe and Michael had a lunch meeting.

**K.P.A. #4 Board Development**

Claudia met with Stephen Lenehan for his annual board visit.
Monte Resnick of Matrix Wealth and Claudia met to discuss JA and joining the board of directors. A board packet was sent.
Pete, Curtis James and Claudia met for lunch to get to know each other and discuss JA and Sikorsky.
Jason Aube of BB&T and Claudia met to discuss replacing David Hamilton on our board of directors.
Currently there remains five (5) board members that Claudia needs to meet with for their annual board visit.

**K.P.A. #5 Funding**

**Grants/Foundations**

**RECEIVED**
- BB&T $12,500
- Seaside Bank $3,000
- Rivera Beach CRA $31,000
- Mary Alice Fortin $25,000
- Peres Leadership Program $600
- Lake Worth CRA- approved for $14,500
- Thrift $3,000
- PNC $5,000 (sponsorship)

**_PENDING**
- FedEx $20,000
- Singing for Change $10,000
- Charles Lafitte $20,000
- Cisco $10,000
- James M. Cox Foundation $15,000
- McKee $15,000
- State Farm $5,000
- Stiles-Nicholson Foundation $120,000
- Lynn and David Nicholson met with Claudia to discuss proposal
- TD Ameritrade $10,000
- Lake Worth CRA $25,000
- Lake Park $10,000
- Iberia Bank $5,000
- Marine Industries $15,000
- Lake Park CRA- $10,000

**DENIED**
- Lost Tree Foundation $15,000
- Charles M. & Mary D. Grant Foundation $40,000
- Coca Cola $10,000
- Impact 100 PBC: $100,000

**JA Gala**

Claudia, Stephanie Langlais, and Dena Kennedy met with Donald Smith to discuss his involvement.
**M.A.D. Science Reception**
Claudia attended the SE Fair awards Judges luncheon at the SF Florida Fairgrounds.

**Golf Classic**
Mark Wade, Claudia, and Stephanie met to discuss the upcoming details for the golf classic. There is $29,500 in sponsorships and 22 foursomes.

**K.P.A. #6 Brand**
Rachel will meet with the Tech Coordinator from Inlet Grove HS to discuss website development. Students from Inlet Grove may be prepared to redevelop our website.
Claudia attended the WPB City Commission meeting to present on behalf of the Education Advisory Committee regarding partnerships in the city.
Claudia gave an update on JA to the Legislative delegation at their last meeting in Belle Glade prior to the legislative session. She also attended the League of Cities Tri-cities BBQ at the Belle Glade Marina.

**K.P.A. #7 Staff K.P.A. and #8 Operations**
Claudia graduated from the Jim Moran Institute on Nov. 16th.
Rachel and Kaitlyn attended the JA Southern Regional Conference. Kaitlyn was recognized as the JA Rising Star.

**K.P.A. #9 Governance**
JA BizTowns for December and January:

- Dec. 14-15 – Port Salerno Elementary (Stuart)
- Dec. 19-21 – Equestrian Trails
- Jan. 12 – South Olive
- Jan. 19 – Seagull Academy
- Jan. 30-31 – Imagine Chancellor

January 2-7: JA Spark & JA BizTown Winter Camp @ Riviera Beach Marina Center

February 10: JA Gala – 6:30 p.m. Kravis Center