MINUTES OF
BOARD OF DIRECTORS MEETING
OF
JUNIOR ACHIEVEMENT OF THE PALM BEACHES & TREASURE COAST, INC.

THURSDAY, FEBRUARY 22, 2018 AT 8:00 AM

ATTENDED
Michael Becker
Steve Bevilacqua
Pete Bozetarnik (in person)
Joey Davis
Dr. David Christiansen
Dr. Mary Ann DuPont
Gary Hennings
Curtis James
Dena Kennedy
Stephen Lenehan
Michael Percy
Ellen Regnery
Glenn Schanel
Michelle Tierney
Mark Veil
Mark Wade

NOT IN ATTENDANCE
Arty Falk
Trey Fogg
Ken Carter
John McGowan
Melissa Nash
Welsonne Renoir
Michael Simms
Rick Stone
Ryan Thompson

STAFF ATTENDANCE
Claudia Kirk Barto
Rachel Ramos

I. Welcome

Pete Bozetarnik called the meeting to order at 8:08 a.m. Claudia took role and indicated that we had a quorum.

II. Minutes of the Board Meeting of January 18, 2018

Pete Bozetarnik asked for a motion to approve the minutes of January 18, 2018. Motion was made by Dr. Mary Ann DuPont, seconded by Gary Hennings. All in favor, none opposed. January 18, 2018 minutes were unanimously approved.

III. Committee Reports

A. Education

Dr. David Christiansen thanked the board members who helped the community after the tragic events relating to the school shooting at Stoneman Douglas High school. Dr. Christiansen stated the following: What we have been dealing with is how to help our students focus on constructive social
activism. There are some protest walk out type of activism that can occur, we are dealing with that as best as we can. We would like to honor what the students want to do while still trying to cooperate with the school administrators in an effort to keep everybody safe. We had a board meeting last night and school safety is very much up front and center with our community in light of this tragedy. We are looking for ways to improve school safety. We had about 54 people speak to us last night letting us know how they think that we can improve school safety. This has been quite a year, Dr. Avossa made an announcement that he will be transitioning into the private sector by this summer. The school board has decided to move pretty quickly in finding a replacement, they announced last night that they have the final four who are internal. The candidates will go through an interviewing process that will go over the course of the next two weeks. They will be selecting a superintendent probably by March 7th at the board meeting, which will be public so anyone can attend.

Dr. Christiansen stated that in regards to our Education committee report, we have started the structure of how this Education committee is going to work. I would like to reach out to any board member that have previously participated in the Education committee before we are going to set up quarterly dates to look at where we are programmatically at where we’re currently and where the areas of improvement are. We are also going to involve stake holders on the ground and try to get principals, teachers and maybe even student representation on that Education committee. We are looking to grow our programs around our system and also looking at the fidelity of implementation of what we have now and how committee the leadership at our schools are. We would also like to focus on how schools can support JA’s work as far as volunteers. We will set analytics to evaluate how well the programs are going across the sites that are active.

Rachel Ramos stated this Saturday is our Spring JA Pivot at Keiser University flagship campus. We have six company programs attending. Students in the entrepreneurship classes at Keiser will also be attending and supporting the high school students in their breakout sessions. Recruitment is in full swing for our spring break camp. This time around, we are doing spring break camp at Lake Worth in partnership with the CRA for middle school students, and then again in Riviera Beach with elementary students through JA Biztown. High school and middle school through JA Sparks. We are really excited about continuing the initiative. We feel that it has been both challenging and rewarding. If anyone wants to attend and speak to the middle school students or high school students, then we have plenty of room for a 45 minute presentation. Thank you to everyone who participated in our winter break camp.
B. Finance

Mark Veil

Financial Statements:

**Balance Sheet:** End of January 31st – Total assets; $190,000: Accounts receivables; $101,000 which is primarily the Farris Foundation for $100,000. Cash is $81,000 vs Budgeted Cash $322,000, so we are off about $240,000. This is primarily due to the fact that we budgeted a large contribution from the O'Keeffe foundation in the amount of $250,000 that hasn’t come through yet. Total Liabilities; $14,000.

**Profit & Loss:** Revenues to date for the 7 months ended January 31, 2018, totaled $379,000 versus budget of $668,000. Resulting in a $289,000 short fall. Foundations is $205,000 under budget. Net events are $54,000 under budget. The combination of those foundation and net event numbers equals the $250,000 O'Keeffe gift that we are still waiting to receive. Revenue is under budget by $18,000 on Grant income but that is Prime Time money that we just billed for. Budgeted Expenses; 568,000 versus Actual of $559,000. So we are to the good of $8,000. YTD we budgeted an income of $100,000 loss of $180,000 where a majority of that is the O'Keeffe gift.

Discussion ensued; Pete Bozetarnik advised that we are mainly waiting for a convenient time to have a check presentation regarding O'Keeffe gift. Claudia stated that she and Clare O'Keeffe will be having lunch on the following Wednesday. Pete stated that overall, pending the $250,000 from O'Keeffe, we are 5% below on a $600,000 annual budget which isn’t bad. Pete stated that we are having a fairly decent revenue year thanks to the Education and program committee who produced new revenues sources of income from the Farris Foundation and the CRA.

Pete Bozetarnik asked for a Motion to approve the January financials. Motion was made by Dena Kennedy, seconded by Mike Percy, all in favor, none opposed. The January financials passed unanimously.

C. Development

Dena Kennedy

**JA Gala:** We had a great turn out approximately 225 were in attendance, thanks to the committee for rallying in the last days before the Gala. There has been feedback. We want to hear both positive and negative feedbacks that we can improve in the future. Everyone really enjoyed Macailah who performed at the Gala. Judy Mitchell did a great job.

**Caribbean wind:** Claudia stated that we are having some challenges with the event location. Therefore, the dates are still tentative.
**M.A.D. Science:** March 8\(^{th}\) is the M.A.D. science reception is at 6pm at Scripps this year. If anyone wants to buy an ad in the program to honor those students than that will be great.

Discussion ensued; Pete Bozetarnik advised that the revised forecast of $73,000 for the gala has a potential net income of $76,000. We may have an additional $5,000 in the mail. Pete reminded that the $25,000 of the O’Keeffe gift was matching money. Therefore, the gala may make $60,000 to $65,000 in revenue. Pete added that the video that inducted Judy Mitchel exceptional and will be hard to top for next year.

Claudia stated that Rachel has been working hard on the grants. There are about $250,000 of grants out there ranging from $5,000 to $25,000. We have to do the re-submission for the PrimeTime which is due mid-march. I attended nonprofit first chamber and the main topic was development. The easiest way to keep receiving funds is by thanking and stewarding our donors. A great idea to thank the people who support us would be to bring note cards to the next in person meeting and have everyone send note.

**D. Brand**

As a reminder, JA USA has done a really amazing job with the materials and the brand. We now have the opportunity to personalize a lot of the things that they put together. We have updated all of those materials so we will bring them to the next in person meeting. We will be emailing out the annual report as it is usually requested by our funders.

**Rachel stated** that our two interns from Inlet Grove will be returning to our office during spring break to complete the website. There’s an updated board portal that is going to be useful for interaction amongst the group. Marketing materials will be available for download. There are video links to JA USA we are trying to strategically launch right before the new school year. We are also working with Sam Edwards, a JA Alum. He is a multimedia marketing guru. He is taking a look at our google ad words accounts and the traffic that we currently have to figure out how to help us utilize our grant to gain more traction through our website.

Claudia asked to see if anyone wanted to be a part of a marketing group. Claudia advised that she has a lunch meeting today with Bernadette from Channel 5. Claudia stated that while we do a pretty good job with social media, we have not expanded on news and print media. Claudia asked if anyone to share that resource that would be wonderful.

**E. Board Development**

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I met Andy Arnold at Palm Beach Investment Research group through Rick Stone. He had been involved with JA many years ago. He was involved with AOL and now he is down here is Palm Beach dabbling in investments. He wants to get into the classroom and volunteer before he jumps on the board.

Michael Becker and I went to lunch with Stuart Klein last Friday and he is very interested in becoming a member. He is going to submit his board application soon. He is an attorney.

*Michael Becker added* that Mr. Klein works in both the trust and the estate and real-estate world and has been in Florida for about 25-35 years. Originally from the New York area.

Claudia stated that Monty Resnick wants to wait a bit before he participates on the Board.

Claudia continued that some people are rolling off of the board. There are positions at the executive level, rick Stone has said the he has had interest in rolling off. If somebody is interested in moving up in the hierarchy, then that is an opportunity. Please share your interest with either Pete, Dena or John McGowan.

**F. Chairman’s report**          Pete Bozetarnik

Pete gave a brief overview of the Visit to JA Georgia in Atlanta along with Superintendent Avossa, Dave Nicholson, Claudia, Pew foundation and a few members of the School district. The first stop was The JA Discovery Center that houses JA BizTown and JA Finance Park. Every key sponsor is involved. Equifax, Walmart, Wells Fargo, Bank of America, Chic-fil-a, Atlanta Hawks, Publix, Tire Kingdom, SunTrust are some examples. There are 18 business in both JA Finance Park and JA BizTown. Every company there are paying about $50,000. They are serving a school district 90 miles north to south. They have state mandated financial requirements which requires that every student has go through JA BizTown and JA Finance Park. The school board is not paying for it because Chic-fil-a underwrote it. They run both programs on a $900,000 annual budget which is completely paid by those 18 sponsorship

**G. President’s Report**          Claudia Kirk Barto

Claudia shared that she is part of the BDB entrepreneurship taskforce with the Business Development Board. This year we participated in the Empower your future showcase.

Claudia stated that Stephanie Langlais contract will end in February and that we are in the process of searching for the new development person.
IV. Old and New Business

Pete Bozetarnik

A. Non Profit first last hanging item is the JA employee manual which we are still working on with JA USA and John Foley from Legal Aid.

V. Adjourn

Pete Bozetarnik asked for a motion to adjourn. Motion was made by Dena Kennedy, seconded by Mary DuPont. All in favor, none opposed, meeting was adjourned at 8:59 a.m.

Minutes recorded via: iMeet and transcribed by: Viviana Duplan

Date: March 09, 2018

Signature: ______________________________________

Board Secretary Approval: Print Name __________________ Date: __________

Signature: ______________________________________