Board of Directors Meeting  
In Person at Weitz & Co  
Thursday, July 19, 2018 at 08:00 A.M.

I. Welcome & Introductions  
Dena Kennedy

II. Board Meeting Minutes for June 21, 2018

III. Chairman’s Report  
Dena Kennedy

IV. Committee Reports
   A. Finance Committee  
   Mark Veil
   B. Development Committee  
   Dena Kennedy
   C. Education Committee  
   Rachel Ramos

V. Old/New Business  
Dena Kennedy
   a) Board Retreat- FOCUS 19
   b) NPF Accreditation
   c) Board Cluster Meetings
   d) JA Academy now 3DE- Next Steps
   e) JA USA Business Model Funding and Implications

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, June 21, 2018 AT 8:00 AM
In Person at Weitz & Co

ATTENDED
Pete Bozetarnik
Joey Davis
Dr. Mary Ann DuPont
Trey Fogg
Gary Hennings
Dena Kennedy
Stuart Klein
Stephen Lenehan (Phone)
Michael Percy (Phone)
Welsonne Renoir
Ryan Thompson
Carla Thrower
Mark Veil

NOT IN ATTENDANCE
Michael Becker
Steve Bevilacqua
Ken Carter
Arty Falk
Curtis James
John McGowan
Melissa Nash
Ellen Regnery
Glenn Schanel
Michael Sims
Michelle Tierney
Mark Wade

STAFF ATTENDANCE
Claudia Kirk Barto

I. Welcome
Pete Bozetarnik

Pete Bozetarnik called the meeting to order at 8:02 a.m. Claudia took role and indicated a quorum was present.

II. Minutes of the Board Meeting of April 19, 2018
Pete Bozetarnik

Pete Bozetarnik asked for a motion to approve the minutes of April 19, 2018. Motion was made by Dr. Mary Ann DuPont, seconded by Ryan Thompson. All in favor, none opposed. April 19, 2018 minutes were unanimously approved.

III. Chairman’s Reports
Pete Bozetarnik

Pete stated that this is his last meeting as the chairman of the board however, he will stay on the board as past chair. Pete added that he has already met with Dena to start her transition into the chair position. Pete stated that we have made some great strides in the last two years with regards to serving the students. Our numbers have gone through the roof thanks to Rachel, Claudia and staff. Pete
stated that he just want to thank the board for their support over the last couple of years.

IV. Committee Reports

A. Finance

Pete Bozetarnik

Mark Veil

Financial Statements:

Balance Sheet: End of May – Currently we have $160,000 in cash which is $2,500 under budget.

Profit & Loss: Revenues to date totaled $766,000 versus budget of $854,000, resulting in an $87,000 short fall. In expenses, we have budgeted $892,000 versus actual of $865,000, so we’re to the good of about $27,000. Currently, we are $60,000 under budget.

Budget FY19: The budget proposed for 18/19 is about a million dollars. Our increases are primarily in individual giving, corporate giving, grant income and program expenses. Most of the expenses are about the same the normal operating expenses. However, the two bigger numbers are with regards to personnel and benefits. The good news is that our numbers have been going up because we’re serving more students, the bad news is our costs are going up.

Pete Bozetarnik asked for a motion to approve the May financials. Motion was made by Gary Hennings, seconded by Mark Veil, all in favor, none opposed. The May financials passed unanimously.

Pete Bozetarnik asked for a motion to approve the July 2018 to June 30 2019 annual budget. Motion was made by Dena Kennedy, seconded by Ryan Thompson, Discussion ensued. Trey Fogg asked about the gap in corporate giving. Trey wanted to know if we get a corporate engagement on volunteer side will we typically get financial commitment. Claudia stated that the plan is for that to happen this fiscal year. A vote was called, all in favor, none opposed. The July 1, 2018 to June 30, 2019 annual budget passed unanimously.

B. Development

Dena Kennedy

Development Plan: Bob Cawood has moved into the development position and will be focusing on corporate giving. Shortly, Bob will be sharing with you his prospects list to see if perhaps the board may recognize someone on that list and help make an introduction.

Bob Cawood stated that he will be utilizing a strategy from JA USA called the 2-4-2. The first 2 represents a personal gift and a gift from our company. The 4 represents identifying 4 prospects that are not current
donors. The last 2 represents meetings with at least 2 of the identified prospects by a certain date.

Dena asked Bob to clarify what JA Job Shadow was for the new board members. Bob advised that JA Job Shadow provides high school students engaging, academically enriching, and experiential learning sessions in work-readiness education and career perspectives.

Claudia added she will be working on individual donors, Bob will be responsible for corporate giving, and Rachel will be responsible for foundations and grants. All three together will be working on events where Rachel will be focused on the logistics, Claudia with the committee and Bob on the corporate sponsorships. Claudia concluded that detailed information can be found in the Development Plan.

**Resolution Permit:** Claudia stated that the resolution which was included in the board packet needs to be voted on. Claudia continued that the resolution is a part of the paperwork that has to go in front of the Palm Beach Town Council for the event at the Palm Beach Par 3, in order to secure a permit in the Town of Palm Beach. Therefore, they need to know that the board voted and that it's approved.

Pete Bozetarnik asked for a Motion for the Board to accept the proposed resolution to hold the Play4JA tournament at the Palm Beach Par 3. Motion was made by Mark Veil, seconded by Ryan Thompson, all in favor, none opposed; passes unanimously.

**Grants:** Rachel stated that that the PBC Youth Services is giving us $40,000 of new money which will fund JA job shadow program. It goes in front of the Board of County Commissioners this month. This money leverages us to be able to offer a job shadow to 11 targeted schools in regions and areas and cities that the YFC focuses on.

C. Brand
   Claudia Kirk Barto
   Our newest board member Amity Schuyler has agreed to lead the Brand Committee.

D. Education
   Rachel Ramos
   The Education Committee will be meeting again on July 23, at the School District. We had a lot of discussion regarding data sharing, reporting and suggestions of how we can report and send thank you notes to the school board members. We are planning on creating a comprehensive report to share with the School District. At the end of the meeting we all walked away with some action items which we will discuss in future meetings.
Rachel added that the costs associated with elementary is our biggest costs for the most part. However, Sandy did a great job of doing JA in a day at schools. As we stand right now, student numbers were 23,437. We’re going to focus more on JA job shadow, Entrepreneurship week and Launch Lessons because these programs costs are minimal and they really help us reach more students.

We’ve taken some really great trainings over the past couple of weeks. We’re inputting our prospects into BCRM and setting up a plan that will help us keep record and track stewardship of our prospects.

Conversation ensued regarding taking core concepts but implementing them in a way that they reduce costs. Also, possibly offering College scholarships in the future.

Dena stated that we had a board orientation recently with Carla Thrower, Stuart Klein and Amity Schuyler.

E. Board Development

Pete Bozetarnik

Pete stated that Ellen Regnery and Glenn Schanel would be rotating off the board. He thanked them for their service.

F. Governance

John McGowan

John McGowan announced the Slate of officers for FY 19/20:

Dena Kennedy, Chair
Michael Becker, Vice Chair
Mark Veil, Treasurer - Mike Percy assistant
John McGowan, Secretary – Trey Fogg assistant
Pete Bozetarnik, Past Chair

Mary Ann DuPont moved the approval and Gary Hennings seconded. All in favor, none apposed. Motion carried unanimously.

John McGowan stated that the new board members Amity Schuyler, Stuart Klein and Carla Thrower will be added to class of 2018.

Mark Veil moved approval and Arty Falk seconded. All in favor, none apposed. Motion carried unanimously.

Dena presented plaques to board members that are rotating off the board. Ellen Regnery for her years of service and Glenn Schanel for 27 years of service.

G. Audit Committee

Gary Hennings
Gary stated that the audit committee had its initial meeting with the Daszkal Bolton team.

H. President’s Report Claudia Kirk Barto

Claudia recognized Tommy for his 10 years and Kaitlyn for her 5 years of service to JA and that they would both be recognized at the JA USA NLC.

V. Old and New Business Pete Bozetarnik

Dena gave a quick update on the board retreat that will be expanded next month. Claudia stated that we finally wrapped up the Non Profits First unmet standard of the Employee manual. Thank you for the electronic vote via email. The motion carried with over 50% of the board approving.

VI. Adjourn Pete Bozetarnik

Pete Bozetarnik asked for a motion to adjourn. Motion was made by Mark Veil, seconded by Gary Hennings. All in favor, none opposed, meeting was adjourned at 9:08 a.m.

_______________________________
Minutes recorded via: iMeet and transcribed by: Viviana Duplan
Please be advise that due to technical difficulties the recording turned off at about 40 minutes. Remaining minutes were via Claudia Kirk Barto’s meeting notes.

Date: July 13, 2018

_______________________________
Board Secretary Approval: Print Name Date: __________

_______________________________
Signature: _______________________________
### Balance Sheet

**Junior Achievement of the Palm Beaches & Treasure Coast, Inc**

**As of June 30, 2018**

#### Assets

**Current Assets**
- **Checking/Savings**
  - 1000 · Cash & Equiveltants: $278,003.28
  - 1100 · Petty Cash: $300.00
  - **Total Checking/Savings**: $278,303.28
- **Accounts Receivable**
  - 1200 · *Accounts Receivable: $72,119.00
  - **Total Accounts Receivable**: $72,119.00
- **Other Current Assets**
  - 1240 · Undeposited Funds: $2,879.00
  - 1300 · Prepaid Expenses: $670.00
  - 1350 · Program Inventory: $7,500.00
  - **Total Other Current Assets**: $11,049.00
  - **Total Current Assets**: $361,471.28

**Fixed Assets**
- 1400 · Furniture, Equipment & Computer: $6,085.78
  - **Total Fixed Assets**: $6,085.78

**Total Assets**: $367,557.06

#### Liabilities & Equity

**Liabilities**
- **Current Liabilities**
  - 2000 · *Accounts Payable: $1,992.70
  - **Total Accounts Payable**: $1,992.70
  - **Credit Cards**
    - 2010 · Business Credit Card: $-310.46
    - 2060 · Publix Card - 0078: $62.00
    - **Total Credit Cards**: $-248.46
  - **Other Current Liabilities**
    - 2100 · Payroll Liabilities: $-995.99
    - 2170 · Accrued Liabilities: $11,349.14
    - **Total Other Current Liabilities**: $10,353.15
  - **Total Current Liabilities**: $12,097.39

**Total Liabilities**: $12,097.39

**Equity**
- 3300 · Restricted Fund - General: $223,860.20
- 3500 · Unrestricted Fund Balance: $509,087.34
- 3600 · Unrestricted Retained Earnings: $-376,481.98
  - **Net Income**: $-1,005.89
  - **Total Equity**: $355,459.67

**Total Liabilities & Equity**: $367,557.06
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President’s Report
July 19, 2018

K.P.A. #1 Student Impact
2016-17 Student Impact Total: 21,839
2017-18 Student Impact Goal: 25,000
2016-2017 Total Classes: 804

K.P.A. #2 Programs and K.P.A. #3 Volunteers
The school year has been closed out and the students/class/volunteer numbers have been submitted to JA USA and verified. Below are some significant highlights from this school year.

- increased our student number by 17%
- increased the number of volunteers by 7% and our retention rate is 15% and increase from last year of 7%
- increased the number of schools we were present in by 23%
- increased the number of classrooms by 38%
- increased the number of Elementary students by 25%
- increased the number of JA BizTown students by 8%
- increased the number of Middle/High School students by 14%
- increased our social media presence and provided fun and exciting images for our followers to enjoy

JA BizCamp began on July 9th. Prime Time has visited twice to conduct their on-site review.
Programming will begin at the Riviera Beach Basketball Camp at the end of July.

Partnerships and Collaboration:
The 1909 is a new community-facing initiative of the Palm Beach Tech Association, named after the founding date Palm Beach County, April 30th, 1909. We aim to serve the county’s diverse 39 municipalities by uniting technological, entrepreneurial, creative, and small business communities into one holistic effort.
The three key areas of operation are Coworking, Acceleration, and Mentorship:
Bob has been attending the PB Tech Education committee
Claudia has been attending the BDB Entrepreneur Taskforce
Followed up with the JA Georgia team regarding launching a 3DE (JA Academy) in Palm Beach County in FY20.

K.P.A. #4 Board Development
Dena and Claudia are meeting with Board members in small groups. Several have taken place-Trey Fogg/Mary Ann Dupont, Stephen Lenehan/Curtis James, Gary Hennings/Ryan Thompson/Mark Veil

K.P.A. #5 Funding
We now have a subscription to Grant Station, a tool used to research charitable foundations/grants locally and nationally. Rachel continues to research new grants and corporate sponsors.
Rachel has submitted LOI’s to 16 new charitable foundations; and has identified over 30 foundations that provide local support.

LOI sent to the following New Foundations:
- Melvin R Goodes Family Foundation
- The Freed Foundation
- Kathleen DuRoss Ford Foundation
- Einstein Foundation
To date, Rachel has also identified over 15 new grants to be submitted this fiscal year.

Grants/Foundations (Rachel)

**RECEIVED**
- PBC Youth Services Department $40,000
- Big Lots $380 (JA BizTown)
- TD Bank $5,000
- Prime Time Palm Beach County $50,000 JA BizTown; $56,707 Train the Trainer
- Sugar Cane Growers $1,000

**PENDING**
- Frank J Lewis $10,000
- Lockheed Martin invited to submit $10,000 proposal
- Lost Tree Village $5,000
- Wishing You Well Foundation $10,000
- United Way of PBC $20,000
- Kauffman $10,000
- Kresge Foundation $10,000
- GoodYear $5,000
- FEDEX $5,000
- Admirals Cove $2,500

Corporate Campaign (Bob)

Hotel Planner agreed to sponsor JA Job Shadow for 2019-2020 school year ($5,000)

A Proposal sent to United Franchise Group to sponsor JA Job Shadow. Bob and Rachel had a follow-up conference call with UFG to answer questions regarding the proposal.

A proposal sent to DigitalBridge to underwrite JA Company/Pivot and Pitch for the 2019-2020 and 2020-2021 school years.

Dean Saunders from G4S mentioned they would be interested in sponsoring a JA program, in addition to JA Golf Classic, during a phone call with Bob and Claudia. A proposal was sent to sponsor JA Pivot and Pitch for $5,000.

A proposal sent to New York Life Insurance to sponsor JA High School Heroes. Bob had follow-up phone call with NYL, and they will let us know if they have any further questions.

New York Life Insurance will donate $18 per hour for each hour one of their staff volunteers for JA programming.

Bob and Dena met with Viking Yachts/Viking Homes, and presented proposal to sponsor JA Job Shadow. Viking leadership are meeting regarding sponsorship, and will let us know. Viking Yachts is also interested in getting involved with Caribbean Wind 2019 event.
Bob spoke to Ft. Lauderdale office of Gunster Law Firm regarding best way to engage West Palm Beach and Stuart offices. An internal letter was sent to all staff in those offices regarding donating and volunteerism.

**Individual Giving (Claudia)**
- Updating the individual list and starting to work with BCRM
- Spoke to Stuart Halpert, Carole Hauke, Carolina Fernandez, Lee Alderton, Andy Arnold, Donald Smith who are away for the summer and will meet in the Fall.
- Following up with Marti Latour, Mark Foley and Michael Mathe to meetings
- Dena Meet with Elaine Beers to introduce JA.
- Dena sent David Nicholson and Don Remey a note with the FY18 impact numbers
- Claudia met Clare O’Keeffe at JA BizTown and then lunch at Rybovich. While there Claudia spoke to Wayne Huzenga Jr. and Wayne III.
- Claudia met with Eddie Schmidt at Table 26 regarding a dinner in Nov/December.

**Events**

**10/20/18 Play4JA @ Palm Beach Par3**
Rachel and Bob are reaching out to potential sponsors. The Palm Beach permit has been submitted.

**12/14/18 JA Golf Classic**
Jonathan’s Landing is undergoing renovations so we have to find another venue for the Golf Classic. Looking at Turtle Creek, Admiral’s Cove, Dye Preserve, Bear Lakes, Jupiter Country Club, Trump Jupiter

**2/23/19 Hall of Fame**
Claudia is reaching out to Rick Stone to connect us with Bill Meyer as the 2019 Honoree

**3/12/19 M.A.D. Science**
Dr. Hansel Tookes has been scheduled to be the MC for the evening. The event will take place at Scripps on again. Bob will be meeting with Modernizing Medicine to discuss sponsorship.

**4/10/19 JA Pitch**

**4/27/19 Caribbean Wind**
Confirmed with Rybovich

**K.P.A. #6 Brand**
The 2017-2018 Impact Report has been designed. You can download a copy from the Board Portal. Please visit our new website, The Board portal does have a password: Junior9468
A press release was sent out for the Riviera Beach Basketball camp partnership sponsored by Rick Stone.

**K.P.A. #7 Staff K.P.A. and #8 Operations**
No one is attending the JA USA National Leadership Conference this week. Kaitlyn Hood and Tommy Williams will received 5 and 10 year service awards

**K.P.A. #9 Governance**
Elections were held and new members were put into classes.
2018 KEY PERFORMANCE AREAS

▲ Expanded student reach & service hours by 15-20%
▲ Growth in Martin & St. Lucie County
▲ Strengthened relationship with School Districts
▲ MOU with Palm Beach County School District
▲ Partnerships with Community Based organizations
▲ Board Diversity
▲ Enhanced Social Media presence
▲ Volunteer Engagement-Retention & Appreciation
▲ Increase Fundraising via Corporate Campaign

2019 Areas of Focus

▲ Board Engagement
▲ Development Committee
▲ Improve Communication between Board/Staff/Donors/Community
▲ Organization and Preparedness
▲ Creation of Development Plan
FOCUS 2019- FUNDING

Goal 1: Increase and diversify revenue providing the investment for present demand and future opportunities

1. Advance individual giving and further the cultivation of donor relationships
   - Involve board members; cultivation events for new donors.
   - Enhance recognition and cultivation of donors
   - Increase number of large Charitable Foundations by cultivating new relationships
   - Create sponsorship opportunities that allow for more personalized connection with students.

2. Increase engagement and effectiveness of board Champion – Invite - Invest
   - Increase board participation levels and overall performance of special events
   - Engage Board in attending, sponsoring, planning and community engagement re: Special Events
   - Open new doors for funding
   - Bring in more corporate partners; provide leads to staff

3. School District Funding
   - Illustrate opportunity for District funding by providing data driven results; graduation rates, test scores etc. to prove effectiveness of JA programming.

4. Build committee to better pursue development opportunities
   - Work with current staff and Board to build a Development Committee.
   - Staff to develop a strong Development Plan
   - Review effectiveness of current Events
   - Acknowledgement of donors

Success Metrics

<table>
<thead>
<tr>
<th>Revenue</th>
<th>2017</th>
<th>2018 Projected</th>
</tr>
</thead>
<tbody>
<tr>
<td>Events</td>
<td>$214,704.83</td>
<td>$258,850</td>
</tr>
<tr>
<td>Foundations</td>
<td>$417,552</td>
<td>$416,000</td>
</tr>
<tr>
<td>Grants</td>
<td>$196,322.35</td>
<td>$234,083</td>
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<tr>
<td>Individual</td>
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</tr>
<tr>
<td>Corporate</td>
<td>$11,487.33</td>
<td>$76,500</td>
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</tbody>
</table>

Owner(s)
Executive Committee
Development Team
**Goal 2**: JA recruits Board members who are recognized pillars of our community and are passionate about what we do.

1 - Board engagement

- Improve communication with staff
- Increase education surrounding programming, strategic plan, training during BOD meetings.
- Re-education of BOD re:JA programming, website
- Development of BOD tools for cultivation purposes.
- Recruitment of BOD members from Top employers in region.
- Encourage active participation with students.

2 - Increase individual and overall effectiveness of board members and organization

- BOD required financial contribution
- Review Board Member effectiveness by evaluating Board responsibilities and expectations on a continuous basis
- BOD orientation; JA 101
- BOD to host cultivation events to bring in new sponsors and volunteers
- BOD increase commitment to share “sphere of influence” to assist with financial stability of organization.
- JA Alumni mentorship program

**Success Metrics**

Weekly updates have been well received.

Owner President
Staff Current BOD
Goal 3: Attract & Secure volunteers to meet strategic goals

Strategies

1- Volunteer Retention
- Evaluate customer service and create process of providing additional “touch points” with JA
- Solicit board experts in “customer service” for support
- Recognize and Appreciate volunteers on a consistent basis
- Survey volunteers to get feedback. Gauge their level of satisfaction in the experience.
- Work with local chambers and their education committees
- Community Partners to support volunteerism

2 – Volunteer Training
- New Volunteer shadowing opportunities
- Access to training material digitally

Tactics

Success Metrics

Recruit and retain volunteers to meet program goals

- 2016-2017 460 community volunteers
- 2017-2018 895 community volunteers
- 2017-2018 accomplishments
  1) Increased retention
  2) Implemented volunteer portal on newly established website
  3) Bi-weekly newsletter
  4) Engage community based organization staff to become trained volunteers

Owner
Program Team
BOD
Education Committee
Goal 4: JA will be widely recognized and warmly accepted in our community by being a collaborative partner for business and education.

**Strategies**

1- Develop Brand and Marketing plan

2- Communicate student impact

**Tactics**

- Seek Board Members from media outlets and PR firms
- Work with current volunteers to promote their volunteer work within their own firm
- Obtain teacher/volunteer testimonials
- Work with other organizations for endorsements
- Collaborate with private and other non-profits for endorsements
- Develop “packages” for BOD
- Re-educate BOD

**Success Metrics**

- Increase Media impressions
- Annual Calendar
- “Updated all marketing material
- New Website
- Easy access for ticket purchases and donations
- Increased social media presence
- Student and volunteer testimonials highlighted

**Owner**

ALL
FOCUS 2019 – STUDENT IMPACT & PROGRAMS

Goal 5: Increase student impact and position JA programs timely and relevant in the changing economy and education environment

Strategies

1. Evaluate programs to improve efficiency and overall effectiveness.

2. JA Program, Volunteer and School Recognition

3. JA programs = the program of choice

Tactics

- Review current programs in order of priority
- Focus resources on the points of contact K-2, 6th, 11th and 12th (per PBCSD MOU)
- Special initiatives should be introduced strategically
- Volunteers and teachers trained consistently and provided exemplary customer service by Program team.
- Consider deeper impact programs for at-risk students

- JA Volunteer Voice, bi-weekly.
- Press Releases to School Board’s Newsletter and website
- Participate in back to school events, SACC meetings, community based events, PTO meetings, Business Day events at schools.
- Announce JA teachers & JA volunteers during PTO meetings at each school

- Continue to identify and partner with non-profit youth organizations
- Promote JA programs on school district web sites
- Meet with Martin County, St Lucie and Hendry County School Districts to discuss MOU and Business partnership.

Success Metrics

Total Students
2015-2016 14,851
2016-2017 20,922
2017-2018 25,106

Owner(s)
Program Team
Education Committee
Volunteers

Retention - what does successful program show now?
Ensure that launch lesson sessions connect the dots B/W career goals and specific steps on how to get there.

Medical Choice Academy – PBC
Medical Society, Atlanta Dental Society, Nova Dental School, PBSC pre-med students, FAU, PBA – nursing, IRSC, Keiser.

Growing base of volunteers in “out of box” ways
Hold events for potential business volunteers- happy hour etc.
Recruit and volunteer
How do our volunteer numbers stretch again peers? What can we learn from successful programs? Best in Class?

Volunteer Reliant
How to duplicate YMCA – Treasure Coast mode?
Their counselors teach our material.

Volunteer recognition program -Awards program.

Ask five people to volunteer that are in peer groups on Facebook.

Volunteer ask board members to bring in friends co-workers to volunteer

Thanking volunteers
Asking Community Partners to support volunteerism

Ask new volunteers if they would like to join a “like class” with an experienced volunteer prior to their class.

Volunteer group chat

More of recruiting volunteers

Identify ways volunteers can keep in touch with each other along with the staff
Create class sponsor programs to allow individuals to sponsor class and follow students from K-12
Create personal connections with students that create annuity for sponsored classes

Utilizing matching gift program via employees

Great - Open new sources of revenue

Use standardized test scores for schools with JA programs versus schools with JA programs to illustrate opportunity cost to school board for district funding.

How do we uptick or have any dollars commitment from school district?

More need to raise more funds

Variety of events organized
Broader reads to Associates

Meet with some key corporate leaders to get their ideas on funding and sponsorship

Board - open new doors for funding - Board participation in events

Bring in more corporate funding as a board member
Fully support fundraising efforts

More touches to business associates

As a board member I will double my personal donation for next year
Brand Partnerships

Need a deeper education on branding and best practices on use of materials
Base design of known successful brand website
Can we as board members have material to share what JA is

Get on Facebook and share within my corporate account
Can we incorporate branding into our board meeting presentations?
Be more active with posting on social websites i.e. Twitter, Facebook
Re-education of board on media - Branding activities including website

Prepare demos for board members to be presented at board meeting regarding branding and updates
More of Education to board of tools
More of videos of speakers, kids, events, programs
50% here at board retreat today better participation

Do we have representation from top 13 out of 20 private Employers in region why not?

More involvement at our in-person board meetings

Annual meeting with board members individually

Create strategy and recruitment - recruit - educate

Board lunch or breakfast to increase relationships

Shared vision and common desire for education

Funding - moving in right direction - find other fundraising events - look for more committee members that will donate money in kind

Orientation onboarding for new board members

More info on program kits digital

Renew interest in classroom involvement of employees

Share drive with marketing- collateral program data etc. make available to board members
Continued........

More of recruitment board members with access to donors

Mid-year and pre year-end review of board member commitments

Mentorship program with current high school students to help connect dots and advice on Career Development

More of board participation in meetings events and etc.

JA alumni mentorship program with board members

JA 101 review class for all new board members

Work to get more retirees volunteer for JA- Do presentations at retiree meetings

Great-All board members are making a personal contribution
Prepare a similar report for non-public schools that was done for public schools

Community-based groups? Charter Schools? Homeschool groups? Private schools
Other nonprofits with provide children success? Summer camps?

Make sure we reach out to all schools
Increase class
Student impact in Treasure Coast

Promote awareness of program

Post the programs on the board portal

Contact numbers have gone up- continue to increase our numbers
Search for volunteers so we don't have to say no to a school

Accelerate JA girls set new milestones

Quantitative/ qualitative metrics on program impact
Share tangible metrics other than numbers students reach with new board members

More of providing statistical information
Volunteers for programs
Continued

Provide share drive for board with list of focus items organization schools volunteer sources

Continue to inform Board of needs and ask for new ideas

Great growth in student reach
Check-in

Need more program education - Should take a look at current events and maybe change it up

Area of opportunity - To be more organized less fire drills – More forward-thinking

Product knowledge (programs)
I have the calendar invite –
We need to plan events at least 6 months out - More committee engagement

Weekly updates are very helpful

Send thank you notes to corporate partners for Grants - funding

Let's check in - Need more support 7, 1, 6

Need more of connection or corp events -
I will help with continued support

Board - Staff have been more engaged

Better marketing of major events –
Gala invitations late - Caribbean wind date was near Mother's Day - Bowling in 2 weeks

Show videos of stories/anecdotes about volunteers

Increase dollars!!!! - Move from last on list to first

Check in - Weekly update is a good way to stay up with actions not covered at board meetings
Notes from Board Retreat FY 2017/2018

Better ticket portal for events

Love the weekly updates very sufficient and informative - Appreciate the increased energy on JA Mission and board membership

To do - communication between board/ staff - JA history - Financial stability

Great programming serving kids

Importance of financial stability is discussed before critical
Upcoming events for July - November:

- **July 16 through July 20** – JA BizCamp and JA SPARK at the Riviera Beach Marina Events Center
- **July 23 through July 27** – JA BizCamp and JA SPARK at the Riviera Beach Marina Events Center
- **July 30 through August 2** – JA SPARK at Riviera Beach Parks and Recreation (Basketball Camp)
- **October 20** – Play4JA Palm Beach Par 3
- **October 24** – JA Pivot (location TBD)
- **November 7 and November 8** – JA BizTown at H.L. Johnson Elem.
- **November 12 through November 16** – JA Global Entrepreneurship Week (locations TBD)
- **November 29 and November 30** – JA BizTown at Bessey Creek Elementary