Board of Directors Meeting
In Person at Weitz & Co
Thursday, November 15, 2018 at 08:00 A.M.

I. Welcome & Introductions
   Dena Kennedy

II. Board Meeting Minutes for October 18, 2018

III. Chairman’s Report
   Dena Kennedy

IV. Committee Reports
   A. Finance
      Mark Veil
   B. Development
      Trey Fogg
   C. Education
      Claudia Kirk Barto
   D. Brand
      Amity Schuyler
   E. Board Development
      Dena Kennedy
   F. Audit
      Gary Hennings
   G. Strategic Planning
      Mike Percy
   H. Presidents Report
      Claudia Kirk Barto

V. Old/New Business
   a) JA USA Business Model
   b) 3DE by JA update
   c) JA Florida Foundation update/ DOE funding request

   Dena Kennedy

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, OCTOBER 18, 2018 AT 8:00 AM
In Person at Weitz & Co

ATTENDED
Michael Becker
Pete Bozetarnik
Dr. Mary Ann DuPont
Trey Fogg
Gary Hennings
Curtis James Phone
Dena Kennedy
Stephen Lenahan
Melissa Nash
Michael Percy
Welsonne Renoir
Ryan Thompson
Mark Veil
Mark Wade

NOT IN ATTENDANCE
Joey Davis
Arty Falk
Stuart Klein
John McGowan
Amity Schuyler
Michael Sims
Carla Thrower

STAFF ATTENDANCE
Claudia Kirk Barto
Bob Cawood
Viviana Duplan
Rachel Ramos

I. Welcome       Dena Kennedy
Dena Kennedy called the meeting to order at 8:03 a.m. Claudia Kirk Barto took role and indicated a quorum was present.

II. Minutes of the Board Meeting of September 20, 2018.       Dena Kennedy
Dena Kennedy asked for a motion to approve the minutes of September 20, 2018. Motion was made by Mark Veil, seconded by Gary Hennings. All in favor, none opposed. September 20, 2018 minutes were unanimously approved.

III. Chairman’s Reports      Dena Kennedy
Thank you to the board members who have gone on the board portal and updated the 2-4-2 document with names of individuals that you have reached out to. Updates can also be sent to Bob Cawood to upload in the event that a board member is unable to access the portal.
Dena asked the board to connect with the development team to forward some names and connections.
Trey Fogg stated that Dena has a really efficient cold call email template that she has sent to some of her contacts. Some of the board members have also utilized their own outreach strategies to contact some people to introduce to Bob. Trey stated that we have several events coming up including Play4JA, and JA Hall of Fame. These events are great opportunities to get some 2-4-2 contacts.

Dena stated that many companies want to volunteer, some simply because they need the hours. This would be a great opportunity for these companies to be involved with JA to see what we do.

Claudia also added that we received our accreditation from Non Profits First. Thank you to Yvette and Rachel for assisting with this process.

IV. Committee Reports

Dena Kennedy

A. Finance

Mark Veil

Balance Sheet: At September 30, 2018, we had total assets of approximately $302,000. Cash totaled $229,000 compared to budgeted cash of approximately $151,000. Accounts receivable totaled $51,000, of which $50,000 is due from the Farris Foundation for the final payment on a two year grant that will be received in December 2018. Liabilities totaled approximately $20,000, the majority of which consists of amounts payable for vacation and sick accruals ($11,000) and amounts due to JA USA ($7,000).

Income Statement: For the three months ended September 30, 2018, we budgeted a net loss of approximately $128,000, but we had an actual loss of approximately $77,000.

Budgeted revenue was $115,000 versus actual of $145,000 or an excess of $30,000. Significant revenue variances include: (1) individual giving is under budget by $7,300 – we had anticipated individual/Board gifts in July, but received none, (2) corporate giving is under budget by approximately $11,000 which is believed to be a timing difference, (3) special event income is over budget by $20,000, as we did not anticipate receiving Play for JA monies until October, and (4) grant income is over budget by $23,600 – we received unbudgeted grants from Lockheed Martin in the amount of $10,000, Fred Brotherton of $5,000, and additional monies from Prime Time of approximately $5,000.

Budgeted expenses were $243,000 versus actual of $218,000 or under budget by $25,000. Significant expense variances include: (1) salaries expense is under budget by $5,000 – this is a result of insurance and pension being under, and (2) program expenses are under budget by $20,000 – in the prior year we were purchasing a lot of supplies early in the year, whereas in the current year we are purchasing these supplies as
we need them, although we do anticipate consuming our annual budget by the end of the year in order to serve the number of students budgeted.

Other: The Golf Classic that was budgeted for December has been cancelled. The budgeted profit on this event was $40,000, so these monies will need to be raised elsewhere.

Dena Kennedy asked for a motion to approve the September 30, 2018 financials. Motion was made by Pete Bozetarnik, seconded by Trey Fogg, all in favor, none opposed. The September 30, 2018 financials passed unanimously.

B. Development

Pete Bozetarnik

Play4JA has more teams this year than last year. We have seven members of the board that are either playing or sponsors. Bob, Rachel and the team have done a great job at putting together some auction/raffle items. Pete stated he has recently visited and played the course, everything looks great.

Trey Fogg advised that there are 6 tee signs, 4 student tickets and 3 foursomes still available. Our net budget for this event was $20,000, currently our revenue is $21,000. Rachel has created the “Save the Date” for Gala. The date is confirmed for February 9th, the theme is hall of fame theme and there will be 7 categories. The categories are Star Student, Volunteer of the Year, Corporate Partner, Teacher of the Year, Philanthropic Partner, School District Champion, and Life Time Achievement. There will be a notice going out next week regarding nominations. We have two sponsors already, PNC and PepsiCo totaling $3,500. Also, as of yesterday Daszkal Bolton sponsor the event as well.

Thank you to Curtis James for making a 2-4-2 introduction to Bob. We still have 9 or 10 board members who have not given any names yet. Trey stated that if there is any way that we can help to make those introductions, let him know. Lastly, the District Funding Proposal was submitted and we are awaiting feedback.

Rachel stated that we made the nomination process live on our website. You can go on the website and a pop up will be there where you can purchase tickets and nominate. We will push that on our social media sites, as well as share this information with our community partners. Our funders may also push out information through their email blast as they have done in the past with some other awards.

Bob asked that if anyone had a connection with Nike or Converse to please let him know. The thought is that we could award our nominee winners with converse sneakers so that all the winners can wear converse. Right now we are working on donations, so if you have converse in your closet, please send them to us. Trey Fogg stated that he
knew the old COO of Converse and could possibly forward a contact/introduction.

Dena stated that we are still trying to define the hall of fame person for this years, any ideas or suggestions please let us know.

Dena stated that there is a development update document which is a quick snapshot of the funds that have already come in for September and part of October.

Claudia Stated that we’ve been talking about a wine dinner with Jack Welsh at Table 26 and we are looking at a target date of November 26th.

C. Education

The Deluca Foundation reached out to us because they want to diversify their funding opportunities. We submitted a proposal for JA High School Heroes and JA Job Shadows and they awarded us $15,000.

Our High School initiatives, JA Company Program Fall Pivot is coming up October 24th. We decided that based on cost and functionality to have the event on a TLE day. Seminole Ridge High School is hosting it in the fall and Palm Beach Lakes High School has just agreed to host the spring JA Pivot in February. Companies in Jupiter, Palm Beach Lakes and Seminole Ridge High School are participating. Brittany has been visiting the company groups on a weekly basis. We are very fortunate to have strong mentors this year including the brother of the Principal at Palm Beach Lakes High School. We had a lot of trouble in the past breaking through to Palm Beach Lakes High school, but now we don’t. Brittany was able to get an hour long tour of the school and now the Principal wants to host JA Pitch. If anyone wants to come and observe the JA Pivot event on October 24th we can provide some more information. There will be 15 companies presenting and 3 judges. This year we will be presenting a video package that the students will have to create for the national competition. So it makes it easier for the students to package locally what they will have to present at the national competition.

Global Entrepreneurship Week is in the second week of November and there are 32 presentations schedule. Chuck Waimon from PepsiCo will be speaking. Okeechobee steakhouse owner Ralph will be speaking. Rachel stated that if any of the board members would like to speak at the event to please reach out to Brittany or Bob as they are scheduling the presentation. Our JA Job Shadow is funded by Youth Services Department, through that contract we are signed up to see 500 kids. Glidden Spina is signed up as well as Federal Judge Robinson. We focus our JA Job Shadow experience for Title I schools only. While we won’t turn away non-title I schools, we are giving preferential treatment to those schools per our contract. Our JA Shadow program consists of three in
school programs and one half day at the jobsite. On the board portal there is a volunteer packet in which you can find more information on company hosting. Elijah Wooten who is business development coordinator from St. Lucie County reached out to us. He is an alum of JA as well as a past member of the JA South Florida Board. Mr. Wooten reached out to us to connect us with Boys and Girls Club of St. Lucie County. We went to a meeting with the Boys and Girls Club and met with their CEO, they are very excited about our high school and our middle school programming. They will be coming out to observe some of our programs. There is a potential for funding from St. Lucie County.

Dena Kennedy stated that she and Claudia met with Mr. Wooten and he has interest in becoming a board member. Dena also stated that there will be a JA BizTown at HL Johnson Elementary on November 7th and November 8th which people are encouraged to visit.

Rachel stated that there are two new staff members that will be coming on board. Dianna Cota will be the JA BizTown Coordinator. Ms. Cota has a background working in education programs that were school based. Jaisa Godwin will be the new Program Coordinator. Jaisa will toggle back and forth between supporting JA BizTown and some other programmatic functions as well as supporting events.

D. Branding Claudia Kirk Barto
We are working on putting together a Brand Committee. Claudia advised that the PSA with Welsonne and Sarah for Fox 29 went well. The segment is called three things and will be put up on Fox 29's website and social media sites.

E. Board Development Dena Kennedy
Dena and Claudia recently met with Catherine Dorn who was referred to us by prior board member Michelle Tierney. Dena advised that she and Claudia may ask Ms. Dorn to come on as the captain of Center State Bank as opposed to just stepping into the board.

F. Audit Gary Hennings
We are still waiting for response from the audit company Daszkal Bolton. Claudia will follow up this week.

V. Old and New Business Dena Kennedy
a. JA USA Business Model
Based on the formula that JA USA used, we believe that the impact will be $12,000.
b. 3DE by JA MOU update
Dena asked for a motion to move forward with collaborating with 3DE in Palm Beach County in the role of filling half of the case challenge opportunities from the corporate partners in the area. Motion was made by Pete Bozetarnik, seconded by Mark Veil. All in favor, none opposed. Motion is unanimously approved.

c. JA Florida Foundation DOE funding request
Last several years we’ve partnered with the other JA areas in the State of Florida under the umbrella of the JA Florida Foundation. The main goal was to get funding for our areas. In the past the funding was based on requests for specific programs. This proposal is stating “partner with Junior Achievement to fund all of the programs that we have in all of the schools across the State of Florida”. The requests this year it is based on students reach. The fee is broken down amongst the JA areas based on that student reach. Our cost is about $400 a month.

VI. Adjourn
Dena Kennedy asked for a motion to adjourn. Motion was made by Pete Bozetarnik, seconded by Mark Wade. All in favor, none opposed, meeting was adjourned at 9:05 a.m.

Minutes recorded via: iMeet and transcribed by: Viviana Duplan

Date: November 07, 2018

Signature: _______________________________

Board Secretary Approval: Print Name _______________ Date: __________

Signature: _______________________________
## Balance Sheet

**Junior Achievement of the Palm Beaches & Treasure Coast, Inc**  
**As of October 31, 2018**

### ASSETS

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<tr>
<th>Current Assets</th>
<th>Amount</th>
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<td>Checking/Savings</td>
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<tr>
<td>1000 · Cash &amp; Equivelents</td>
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<tr>
<td>1100 · Petty Cash</td>
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<td>Total Checking/Savings</td>
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<td>Accounts Receivable</td>
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<td>1200 · *Accounts Receivable</td>
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<td>Total Accounts Receivable</td>
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<td>Other Current Assets</td>
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<td>1350 · Program Inventory</td>
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<td>Total Other Current Assets</td>
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<td>Total Current Assets</td>
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<td>Fixed Assets</td>
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<td>1400 · Furniture, Equipment &amp; Computer</td>
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<td>Total Fixed Assets</td>
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<td><strong>TOTAL ASSETS</strong></td>
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### LIABILITIES & EQUITY

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<td>2000 · *Accounts Payable</td>
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<td>2170 · Accrued Liabilities</td>
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<td><strong>Total Liabilities</strong></td>
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<td>3300 ·</td>
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<td>Unrestricted Fund Balance</td>
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<td>3500 ·</td>
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<td><strong>TOTAL LIABILITIES &amp; EQUITY</strong></td>
<td><strong>254,516.03</strong></td>
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## Profit & Loss Budget Performance

### October 2018

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<th>Ordinary Income/Expense</th>
<th>Oct 18</th>
<th>Budget</th>
<th>Jul - Oct 18</th>
<th>YTD Budget</th>
<th>Annual Budget</th>
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<td>4250 · Sponsorships</td>
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<td>4600 · Grant Income</td>
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<td>100,208.08</td>
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<td><strong>Expense</strong></td>
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<td>5000 · Salaries/Taxes/Benefits/Train</td>
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<td>7500 · Outside Services</td>
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<td>7600 · Dues &amp; Subscriptions</td>
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<tr>
<td><strong>Net Income</strong></td>
<td>-40,934.48</td>
<td>-32,768.00</td>
<td>-117,116.56</td>
<td>-160,502.00</td>
<td>499.00</td>
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<tr>
<td>Name</td>
<td>Date</td>
<td>Yes</td>
<td>No</td>
<td>Comments</td>
<td></td>
</tr>
<tr>
<td>--------------------</td>
<td>--------</td>
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<td>----</td>
<td>---------------------------------------------------------------------------</td>
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<tr>
<td>Goldstein, Gabriel</td>
<td>Feb-17</td>
<td></td>
<td>1</td>
<td>He is participating in GEW &amp; has been teaching JA classes. Attended STEAM lunch on Feb. 1st and MADS 10/10 coffee on 5/9/17.</td>
<td></td>
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<tr>
<td>LeBaron, LeAnne</td>
<td>Feb-17</td>
<td></td>
<td>0</td>
<td>Co-Chair of Education Committee &amp; still contemplating board engagement.</td>
<td></td>
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<td>Winder, Tom</td>
<td>Mar-17</td>
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<td>0</td>
<td>Claudia met with him and will 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>
</tr>
<tr>
<td>Amidon, Roger</td>
<td>Apr-17</td>
<td></td>
<td>0</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>
<td></td>
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<tr>
<td>Deese, John</td>
<td>Apr-17</td>
<td></td>
<td>0</td>
<td>Claudia will circle back at the end of February. John attended WARS &amp; will remain a supporter but won’t be moving forward in the process. Claudia checked in again on 9/21.</td>
<td></td>
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<tr>
<td>Dodge, Dusty</td>
<td>Apr-17</td>
<td></td>
<td>0</td>
<td>Banker-Claudia is circling back to set up another meeting.</td>
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<td>Duffell, Andrew</td>
<td>Apr-17</td>
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<td>0</td>
<td>Mr. Duffell is from FAU Research Park. Claudia had a lunch meeting on 10/19.</td>
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<td>Magor, Mary Lynn</td>
<td>Apr-17</td>
<td></td>
<td>0</td>
<td>Claudia will reach out after session in May. Nick Romanello initial contact.</td>
<td></td>
</tr>
<tr>
<td>Mathis, Michael</td>
<td>Apr-17</td>
<td></td>
<td>0</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>
<td></td>
</tr>
<tr>
<td>Searcy, Darrell</td>
<td>Jul-17</td>
<td></td>
<td>0</td>
<td>Claudia met with Darrell from Chandler Campbell &amp; Dachle 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>
<td></td>
</tr>
<tr>
<td>Aube, Jason</td>
<td>Oct-17</td>
<td></td>
<td>0</td>
<td>Claudia has a meeting with Jason from BB&amp;T on Nov. 17th. He suggested the new Business Banker.</td>
<td></td>
</tr>
<tr>
<td>Resnick, Monte</td>
<td>Nov-17</td>
<td></td>
<td>0</td>
<td>Claudia met with Monte from Matrix Wealth Partners on 11.20.17 &amp; board packet was sent same day.</td>
<td></td>
</tr>
<tr>
<td>Aderton, Jeff</td>
<td>Jan-18</td>
<td></td>
<td>0</td>
<td>Attended CPE 2018 with wife.</td>
<td></td>
</tr>
<tr>
<td>Guthrie, Brandy</td>
<td>Aug-18</td>
<td></td>
<td>0</td>
<td>Co-chaired Caribbean Wind Dr. Jason Billinghurst</td>
<td></td>
</tr>
<tr>
<td>DePottter, Michelle-AGC</td>
<td>Sep-18</td>
<td></td>
<td>0</td>
<td>Association of General Contractors</td>
<td></td>
</tr>
<tr>
<td>Dunn, Catherine - Center State Bank</td>
<td>Sep-18</td>
<td></td>
<td>0</td>
<td>CenterState Bank-Dena met with her 10/10/18. Met on November 1st.</td>
<td></td>
</tr>
<tr>
<td>Hauke, Carroll</td>
<td>Oct-18</td>
<td></td>
<td>0</td>
<td>Friend of John McGowan lives in Jensen</td>
<td></td>
</tr>
<tr>
<td>Wootten, Elijah</td>
<td>Oct-18</td>
<td></td>
<td>0</td>
<td>Port St. Lucie Business Navigator, Rachel and Kaitlyn met with him 10/11/18. Lives in Greenacres JA Alumni has 2 teens friend with Boys &amp; Girls Club. Met on October 26th to discuss JA Board Membership overview.</td>
<td></td>
</tr>
<tr>
<td>Miles, Julie Waren-Northern Trust</td>
<td>Sep-18</td>
<td></td>
<td>0</td>
<td>Friend of Dana Kennedy, Northern Trust</td>
<td></td>
</tr>
</tbody>
</table>
Junior Achievement of the Palm Beaches & Treasure Coast, Inc.
President’s Report
November 15, 2018

K.P.A. #1 Student Impact FY19
2018-19 Student Impact Total: 25,500
2018-2019 Total Classes: 1,115

K.P.A. #2 Programs and K.P.A. #3 Volunteers
JA HSH training with the Early Childhood Academy students at Lake Worth Community High School. The students are excited and ready to teach at Palm Springs Elementary.
Place of Hope is having their students participate in JA Finance Park Virtual. We had a JA Day at Floresta Elementary with SunTrust. 10 classrooms participated in JA.
The team has been preparing for Global Entrepreneurship Week. We have 30+ speakers scheduled. We trained 24 after school staff for Train the Trainer.
Sandy booked Pioneer Park Elementary for May 17th. Glades Central High will be volunteering here as JA HS Heroes.
JA Pivot was held at Seminole Ridge High School.
Palm City Elementary will be implementing a total of 34 classes this fall.
BAK MSOA will begin their first set of JA Economics for Success programs next month and many parents expressed interest in wanting to volunteer in their child/children’s classes. This is the first time in over 8 years.
We had an information table at the PBCSD’s Showcase of Schools.

Partnerships and Collaboration:
Kaitlyn, Brittany and Dianna had a conference call with Carla Duhaney of the South Florida Science Center, they discussed the successful implementation of the storefront during summer camp and planned for “replenishment” of student material throughout the year.
Rachel and Kaitlyn met with the CEO of the Boys and Girls Club of St. Lucie County and Elijah Wooten, the Business Navigator for the city of Port St. Lucie. Both are alumni of JA and Elijah sat on the Board of JA South Florida. We will be working with the Boys and Girls Club to implement programming for their Teen Center and possibly their younger participants.

K.P.A. #4 Board Development
Met with Adam Gillum, Cathy Dorn, CenterState Bank and Elijah Wooten in Port St. Lucie
Spoke with Carole Hauke in Jensen Beach
Followed up with Darrel Searcy, LeeAnne LeBanz, Brandy Guthrie
Met with Rick Stopek, he will be speaking during GEW and considering the board.

K.P.A. #5 Funding
Grants/Foundations

RECEIVED/APPROVED
Publix Supermarkets Charities $25,000
Fred J. Brotherton Charitable Foundation $5,000
Lockheed Martin $10,000
PBC Youth Services Department $40,000 (will be billed monthly)
TD Bank $5,000
Prime Time Palm Beach County $50,000 JA BizTown; $56,707 Train the Trainer
Sugar Cane Growers $1,000
Dick’s Sporting Goods $500
PNC $2,500 (Gala sponsorship)
Frank J. Lewis $5,000
LPL Financial $12,428
Fifth Third Bank $5,000
Frank DeLuca Foundation $15,000

**PENDING**
The Stiles-Nicholson Foundation $120,000
School District of Palm Beach County $200,000
Mary Alice Fortin $30,000
Lost Tree Village $5,000
Wishing You Well Foundation $10,000
Admirals Cove $2,500
Cassett Foundation $2,500
Hobe Sound Community Chest $2,500
Kiwanis Club of Riviera Beach $10,000
Gruss Foundation $2,500
Nordstrom’s $2,500
Marine Industries Association $5,000

Claudia, BRittany and Rachel attended the Youth Services training.

**Corporate Campaign**
Inlet Grove will be doing the JA Job Shadow at GliddenSpina, we are just waiting for the date to be confirmed.
Chuck Waimon, from PepsiCo, and he is presenting during GEW, and they will be sponsoring JA Hall of Fame ($1,500.00)
Rachel and I spoke with Anushka, from Marc Ganzi’s office, and resent the proposal for JA Pivot and Pitch (85,000.00). We are waiting to hear back.
Brittany and I are working with April at HotelPlanner.com to set a scheduled date for John I Leonard High School to come do their JA Job Shadow.
I have a meeting with the Market President of IBERIABANK on 11/6/18 to discuss possible ideas for partnership and sponsorship opportunities.
I spoke with Andy Boyland from Levatas Ventures. He will be speaking at Global Entrepreneurship Week at Palm Beach Gardens High School. We also spoke about JA Job Shadow, and sponsorship opportunities.
I have also confirmed Dean Lavallee from PA BBQ, Larry Goldstick from Capture Digital Marketing, and Christina from Producify.
Claudia and Bob have a meeting with Lockheed Martin and Tropical Shipping on 11/26/18.
Bob has a meeting with Lockheed Martin on 11/8/18 to discuss JA Job Shadow.
Bob and Brittany have a meeting at Rybovich Marina with Omar and Anthony to discuss JA Job Shadow, sponsorship opportunities, and donating auction items.
Claudia attended the Chamber of the PBs breakfast with Florida Crystals.
Claudia attended the opening of Venture X-Dale Hedrick, Ray Titus and Tom Weber are involved.

**Individual Giving**
Followed up with Mark Foley and Donna Foley about JA Pivot & Pitch.
Met with Lauren BErkson and Lori Stoll about JA and their involvement with Gala
Met with the Stiles-Nicholson Foundation about 3DE with Jack and Callie.
Met with Clare O’Keefee she is considering the proposal which included $500,000 and $250,000 asks
Met with Ron Hersch and checked in with Carolina Fernandez
**Events**

10/20/18 **Play4JA @ Palm Beach Par3**
Great day for all that participated but were well under budget for this event due to sponsorships.

12/14/18 **JA Golf Classic**
Chairman Mark Wade, Trey Fogg, Dena Kennedy and Claudia have agreed to cancel the Golf Classic and secure the funding for other events. A match challenge from David Nicholson for non event and letter will be sent to his network with the notice of the golf cancelation asking for participation in Giving Tuesday 11/27.

2/23/19 **Hall of Fame**
The date for the Hall of Fame is February 9, 2019. We have a confirmed emcee; Kevin Rolston from the WRMF KVJ Show. Save the date which has been printed. We have confirmed two sponsors; PNC $2,500 and Pepsi Co $1,000. Bob and Rachel will be sending out auction item requests and sponsorship letters. The formal invitation will be sent out in November. There is a live nomination form on our website. We have received a number of items for the silent and live auction, we have a volunteer coming to the office to help.

3/12/19 **M.A.D. Science**
Dr. Hansel Tookes, UM Medical Center has been scheduled to be the keynote speaker for the evening. The event will take place at Scripps in March. December 13th is the judging and luncheon at the fairgrounds if you know potential judges.

4/10/19 **JA Pitch**
Met with Mark Foley and Donna Foley about supporting JA Pivot & Pitch. Mark Ganzi also has a proposal he is considering.

4/27/19 **Caribbean Wind**
Confirmed with Rybovich. Chairs Nadine and David Fite have confirmed.

**K.P.A. #6 Brand**
The Board portal does have a password: Junior9468
We will have a spot of WFLX Fox 29 called My 3 Things that taped Sept. 25th with JA Alum Welsonne Renier and Sarah O'Donnell. Aired the last week of October. It up on social media that is linked to our website.

**K.P.A. #7 Staff K.P.A. and #8 Operations**
Claudia and Bob will be attending the JA Southern Regional conference in November.
Two new staff members started; Dianna Cota is our new JA BizTown Coordinator and Jaisa Godwin is our new Program Coordinator.
Rachel Ramos has accepted a CEO position with another organization.

**K.P.A. #9 Governance**
Mike Percy and Claudia met to start working on the updated Strategic Plan. A committee will be formed with Board members, stakeholders and staff.
Upcoming events for November - December:

- **November 8 and November 9** – JA BizTown at H.L. Johnson Elem.
- **November 13 and November 14** – JA BizTown at Hidden Oaks Elementary, 7685 S Military Trail, Lake Worth, FL 33463
- **November 12 through November 16** – JA Global Entrepreneurship Week (locations TBD)
- **November 16** – JA BizTown at Meadow Park, 956 Florida Mango Rd, West Palm Beach, FL 33406
- **November 19 – 23** JA PBTC Office is Closed
- **November 27** – JA BizTown at Jupiter Middle, 15245 Military Trail, Jupiter, FL 33458
- **November 29 and November 30** – JA BizTown at Bessey Creek Elementary, 2201 SW Matheson Ave, Palm City, FL 34990
- **December 13** – PB Regional Science & Engineering Fair Judging and Stiles-Nicholson Foundation luncheon at the Fairgrounds
- **December 4th and 5th** JA BizTown at Imagine Chancellor, 3333 High Ridge Rd, Boynton Beach, FL 33426
- **December 6th and 7th** – JA BizTown at Citrus Grove Elementary, School 2527 SW Citrus Blvd, Palm City, FL 34990, United States
- **December 11th and 12th** – JA BizTown Greenacres Elementary, 405 Jackson Ave, Greenacres, FL 33463
- **December 13th and 14th** – JA BizTown at Port Salerno Elementary, 3260 SE Lionel Terrace, Stuart, FL 3499
- **December 19th** – JA BizTown at Palmetto Elementary, 5801 Parker Ave, West Palm Beach, FL 33405
- **December 20th and 21st** – JA BizTown at Felix A. Williams Elementary, 401 NW Baker Rd, Stuart, FL 34994

**If visiting JA BizTowns, please arrive by 9:30am**