

## TFTCC Meeting Notes

Santa Maria CC

November 8, 2018

### In Attendance:

Greg Siadel	David Gronsky	Dr. Rob Moss	Joe Bush
Dr. Matt Lane	Andrew Sherman	Bonnie Lauer	Lori Vereker
Butch Breedon	Jessani Johnson		

Meeting was called to order at 4:05.

A Board tracking sheet was handed to each Board member so they could see their give for the year to date.

### Home Office update

An update was given on the changes at the First Tee Home Office. The new CEO has resigned amidst turmoil caused by the abrupt changes that he put in place. Many of the trustees were very unhappy with his performance and the changes he had implemented. With his resignation, a new search for the next CEO has begun. They are looking with someone with significant nonprofit and youth development experience. The mission statement has gone back to the original mission statement and some of the people who had been moved around have been returned to their prior positions.

### Charity Buzz

TFTCC will use them again this year to put their higher priced auction items on line for bidding. They reach about 200,000 people worldwide. TFTCC will put trips that have been donated on the Charity Buzz site for the holidays in hopes that people will buy them as Christmas gifts.

### Programming

The number of participants is up overall for the 2018 calendar year. Many of the sites exceeded their goals. The Jr. High program was down a bit overall because one of the participating schools cancelled their involvement. Other Jr. highs had increased numbers over last year.

There was a sideline discussion about switching from CIVI to Sales Force, as required by the Home Office. We will go live with Sales Force at the first of the year. This will make Home office numbers uniform throughout the country and will give them direct access to our numbers without requiring reports.

### Reports

The Winter Classic at Paso Robles could use a few more teams; they are currently at 13 teams with more promising to sign up. Parents and juniors are encouraged to play in this. The cost for juniors is \$50. They are changing the name to the Harvest Classic in hopes of attracting wine industry money and auction items.

The Fall Classic at La Cumbre CC was held on Oct. 15. It grossed \$93,000 with an additional \$11,000 from Kurt Schuette fundraising efforts. It is expected that we will net about \$70,000.

David Gronsky said he would like to see two tournaments to the south and two to the north instead of three north and one south as we have now. All board members will be interested to see if the Spring Classic will bring more money on April 8 with a change in location from Monarch Dunes to SLO CC.

The summer Classic will be at Santa Maria CC on July 15.

There will be a Strategic Planning meeting in Santa Barbara on December 13, 2018. Location TBD.

#### Action Items

Joe Bush is resigning from the Board in order to pursue programming efforts in the South Coast area. He is currently the Secretary for the Board. Lori Vereker has volunteered to take that position. Joe Bush moved to make her the Secretary, David Gronsky seconded the motion. All in favor.

#### Consent Agenda

The consent agenda consisted of the last meeting minutes (9/11 and 9/13) and a discussion of the financials through 10/31/2018. Although fundraising came in a bit low this year, the overall financial outlook is good with improvements over the prior year. The Profit and Loss statement and the Balance sheet were provided to the Board members. No significant discussion. We have \$30,000 in outstanding grant applications for 2018. The consent agenda was adopted with a move by Bonnie Lauer and a second by Matt Lane. All in favor.

#### New Board members

TFTCC has lost a few Board members and are looking for replacements for those people in both the north and south areas. David Gronsky is moving to the Advisory Board and will still help in putting the La Cumbre tournament together. Many names were discussed with various Board members promising to talk with them. Jessani will reach out to Mike McGinnis to assess his interest. If Board members have names of people that may be interested, they are asked to personally assess that interest and then give names to Jessani and Butch.

#### Appeal Letters

Jessani brought appeal letters along with envelope stuffers for donations and printed labels for the envelopes. Each Board Member was asked to take at least 10 either random or hand-picked names, write a short message on the appeal letter and either stuff and label the envelopes and leave them with her or take all the materials they need and get them mailed in the next week or so. Any unfinished names will be completed by Julia.

#### Remaining meetings for 2018

December 7<sup>th</sup>, Budget meeting in Buellton at noon  
Strategic Planning meeting in Santa Barbara on December 13  
Meeting adjourned at 5:00