

The First Tee Central Coast Board Meeting Minutes

Thursday, March 7, 2019

Board meeting occurred in two geographic locations:

Upper Crust Pizza, San Luis Obispo, CA 12:00pm. In attendance were Dr. Robert Moss, Matt Lane, Lori Vereker, Bonnie Lauer, Nicki Anderson, Billy Gibbs, and Jessani Johnson

Harry's Café, Santa Barbara, CA 4:00pm. In attendance were Whitt Hollis, Greg Siadal, David Gronsky, Rob Moss, Joe Cantrell and Jessani Johnson.

San Luis Obispo mtg called to order at 12:05pm and adjourned at 12:40pm; Santa Barbara mtg called to order at 4:05pm and Adjourned at 5:20pm.

FUNDRAISING

The Board tracking sheet was made available to all Board members as an information item for each member. Jessani thanked the Board for all of their efforts.

Jessani passed out email/phone number info for 6 recent donors so that Board members could make personal contact to thank them for their support.

Jessani and Billy went over some home office changes that are occurring with the new CEO. Things are looking up! There are now only two DRAs for the entire country. Julia Jansa is our new DRA. She has 70 chapters. Their mission is to reestablish communication and confidence with the chapters. Julie seems to be very accessible and helpful. She will be out to visit during one of our Board meetings in the future.

Coach training on the national level is getting a facelift. Billy attended a brainstorming session in Florida to help reimagine and redefine the coach training beginning in 2020. New coaches will now go to a 1 day training session that will be administered at the chapter level. All chapters will have to send at least one person to national "Train the Trainers" training. Eagle and Ace training will be an online course.

REPORTS

Billy and Jessani reported on Winter Programs. Our goal was 401 participants and we reached 402 participants this Winter. While certain sites are off track, we are working on those and over all programming numbers are right on track. In SB meeting the discussion of expanding programming to Ventura County was discussed. Whitt brought up that the strategic plan states that a committee would be formed to formulate a plan for this and it has not been done as of yet. Jessani will follow up with getting this committee formed and will follow up on communication with Seabee Golf Course in Oxnard which is a good prospect for a TFTCC site in Ventura County as they have a trained coach already in place.

The Spring Classic will be held on April 8 at SLO CC. We have 21 teams registered; looking for 33 to fill the tournament. We presently have two \$2000 sponsors and one \$5000 sponsor. We are still looking for more tee sponsors.

Charity Mania – just a reminder to Board members who have tickets to either sell them or return them so they can be redistributed for sale by others.

The planning for the No Show tournament is a bit behind, but Jessani hopes to get that back on track within the next month.

In SLO Jessani reported and handed out the Grant Calendar for 2019. IN SB Joe Cantrell, our Grant Writer, joined us and reported on the Grant Calendar he created with a list of all grants we plan to apply for in 2019 with deadlines and details included. Board members are encouraged to let Jessani, Butch or Joe know if they have any connections to any other grant opportunities.

Rob discussed how we are still unhappy with the work contracted for with Kurt Schuette. We will let his contract expire upon fulfillment of the \$50,000 sale of trips. He has currently raised \$31,000 of \$50,000 promised in his contract. Jessani feels hopeful that between our 4 tournament auctions, Charity Buzz Online Auction and another online auction being organized by Kurt, that Kurt's fundraising commitment to TFTCC will be fulfilled in 2019. Talks with him to renegotiate his current contract have not been successful. In the next contract cycle, we will offer an opportunity for him to present packages to us which we can sell, capping his take at 20% of the profit. We have discovered that he is already building a 10% profit into the price of the trips, sort of double dipping. There was some discussion about how his current contract works. One positive from the last meeting between Kurt, Rob and Jessani is that Kurt does have business insurance that will cover all purchased trips in the case that something were to happen to Kurt.

CONSENT AGENDA

The following action items were moved, seconded and approved at both Board meetings:

- 1) Meeting minutes for the Jan. 10, 2019 meeting
- 2) Financial statements through January 2019 (the agenda says it was through February, but Jessani indicated they were updated only through the end of January. She also indicated that they make it look as if we are a bit further ahead than we really are because the profit on the Kurt Schuette trips had posted, but the payment to Kurt had not yet posted.

In SLO, Bonnie Lauer made the motion, seconded by Matt Porter, with unanimous approval. In Santa Barbara, Whitt Hollis made the motion with a second by Greg Siadal and unanimous approval.

NEW BUSINESS

There was no new business discussed.