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 Jim DeLaby, PGA
 Billy Gibbs, PGA
 Julia Puscheck, PGA
 Bonnie Lauer, LPGA
 Kyle Marme, PGA
 Page O'Brien Jasinski, PGA
 Lori Vereker

Our Mission: To positively impact the lives of young people in Santa Barbara, Ventura and San Luis Obispo counties by providing educational programs that build character, instill life-enhancing values and promote healthy choices through the game of golf.

First Tee – Central Coast Board Meeting Minutes

Thursday, August 12, 2021

The meeting was a virtual meeting at noon on Thursday, August 12, 2021. In attendance were Jessani Johnson, Dr. Robert Moss, Billy Gibbs, Lori Vereker, Carrie Wood, Thayer White, Carol Frazzano, Bonnie Lauer, Matt Porter, Sheila Davidson, Aaron Crocker, Barbara Kummer, Andrew Sherman and Greg Siadal.

1. Introductions / Fundraising

a) Welcome & Introductions (Jess & Rob)

Rob welcomed everyone and thanked them for attending. New prospective board member, Aaron Crocker introduced himself.

b) Board Tracking Sheets (Jess)

Tracking sheets were delivered electronically to all Board members. Jess thanked everyone for their contributions.

c) Case for support (Jess)

Attached is a copy of an updated version of our case for support. This is a document to be shared with prospective donors. It contains all the pertinent information to introduce people to our chapter and explain what we do. It offers more information than a quick one pager.

2. Reports/Discussions

a) Fall Classic Golf Tournament @ Sandpiper 10/11/21 (Jess)

Carol has been busy planning this event and could really use everyone's help getting foursomes to register, reaching out to possible sponsors and getting items for our auction. We need all hands on deck to make this a success. Please help in whatever way you can. Early bird discount for price ends on Sept 1 so please encourage people to register soon. We currently have commitments for 15k in sponsorships (goal \$30K), 8 tee sponsors (goal is 36) and 14 foursomes (goal is 32). Discussion on how the money we raise for this event gets spent. Jess explained that all proceeds (minus expenses to the golf course) go directly to our chapter to help with costs of paying and training our coaches, providing financial aid for families that need it, and paying for the outreach programs we extend to the communities we serve.

b) Summer Programming Report / Fall Tentative schedule (Billy)

Billy shared where we are in numbers for programming vs our goals. We are meeting or exceeding goals at every site where we currently have programs. See attached spreadsheet for details. Overall we are at 116% of our goal for the year! Coaches are doing an amazing job. We have 4 coaches who will be attending the Level II training in Salinas in September including board members Whitt Hollis & Andrew Sherman, and current FTCC coaches Matt Cradduck & Connor Chartier. Billy shared that we have had 2 successful golf events for our participants that have



received very well by parents & participants and we plan to continue having these with a goal of 3-4 per year. Jess mentioned that we are in need of volunteer coaches in SB and Barbara expressed interest.

c) Strategic Plan update (Jess)

Jess gave a brief summary of the four areas of focus in our strategic plan and how we doing compared to our goals for the year. Fundraising: we have raised \$35k towards our goal of \$193k. We exceeded our goal for the No Show Tournament & Golf Mania but we did not hold a Spring Classic which is primary reason we are behind in this category. Even though our fundraising is down our grants are above expectations at \$89k compared to our goal of \$89k with 4 grant applications still outstanding. Outreach: Our numbers are low here due to Covid restrictions still in place and schools not being open in usual capacity until this Fall. We are starting some of our no fee classes this fall including Carpinteria Girls Inc, Lompoc YMCA, Buellton YMCA and Vandenberg AFB, along with 2 junior high schools including La Cumbre and Carpinteria. Programming: we are exceeding our goals. Board Governance: We are reaching expectations as far as board donations & involvement as well as board recruitment but have been unable to achieve outreach and fundraising goals due to Covid. See full updated Strategic Plan with details.

d) Fundraising through 2021 (Carol/Jess)

Carol was not here yet so we skipped this item.

3. Action Items

a) New Prospective Board members

Aaron Crocker - Carpinteria

Eric Bell - Carpinteria

Eric was not able to attend today's meeting so we will add him to next meeting's agenda.

Sheila Davidson made a motion to accept Aaron Crocker as a new member of our board of directors. Barbara Kummer seconded, motion approved.

4. Consent Agenda

a) Minutes from May 13, 2021 meeting

b) 7/31/2021 P&L Balance Sheet

Greg Siadal made a motion to accept the consent agenda items, Sheila Davidson seconded, motion approved.

5. New Business

a) PURE Insurance Golf Tournament @ Pebble Beach (Rob)

This tournament will be held Sept 20-26. We have two of our participants playing in this event, Ben Feldman & Jacob Zakaria. We are very proud of them and can't wait to watch them play. Everyone is welcome to Pebble Beach to watch them in person and or this will also be featured on the golf channel. There will be a kick off cocktail party hosted by First Tee and all board members, staff and coaches are invited to attend. This will be Wednesday, September 22 from 5:30-7pm.

b) Annual Appeal Task Force (Jess)

Jess reported that she is hoping to create a task force to help plan this year's annual appeal. Barbara and Sheila both offered to be a part of this team. Jess will follow up with a zoom meeting in a few weeks to get going on this.

6. Old Business

a) Regional Network Meeting in Phoenix, Nov 2-4 (Rob)

Rob and Billy will be attending this regional meeting hosted by HQ. All board members are invited to attend. Our chapter will cover the registration cost for anyone that would like to attend and you will be responsible for your travel costs. Let Jess know if you are interested in attending. Jess will not be attending this year because her first grandbaby is due Nov 5th.

b) Safesport Safety Training Requirements Update (Jess/Billy)

Billy reminded everyone that all board members, staff and volunteers are required to complete a background check & Safesport training (online). The Safesport training has a refresher that needs to be completed each year which only takes about 10-15 minutes. We will remind you as your expiration date approaches & ask that all get this done. Thank you for keeping us in compliance with HQ safety rules.

c) Cathy Wagner list follow-up

Jess received a list (as discussed in the last meeting) from Cathy Wagner who spoke at our last meeting. The list identifies potential donors in SB county. It lists people who have the capacity to give, are interested in child/character development, philanthropy and golf. Jess will send the list of names so that if you see people listed that you know you can consider inviting them to play in our tournament so they can learn more about what we do. We can also use this list to add to our donor database of who we send our appeal letter out to. HQ can help us if we have someone that may be interested in a trustee donation (1 million or more). When there is a trustee donor from our area, half of the money goes to HQ and half to our chapter. Getting a donor at this level would really be a game changer for our chapter. If you know of any Trustee donor prospects please let Jess know.

Carol joined the meeting and asked everyone to please help with the tournament, getting foursomes and sponsors. She has been passing out flyers everywhere and hopefully we can get our tournament filled with everyone's help. Tournament planning meetings are on Tuesdays. Please join us and or let us know if you have any updates to report.

7. Announcements

Remaining meetings in 2021:

November 11 – Joint meeting at SMCC

Annual Strategic Plan meeting, December 9, 2021, 4-8pm, location TBD

Meeting was adjourned at 12:55pm