

**Board of Directors**

Dr. Robert Moss, Chairman  
 Matt Porter, Vice Chairman  
 Manuel Arceo  
 Eric Bell  
 Mia Cameron  
 Aaron Crocker  
 Sheila Davidson  
 Whitt Hollis  
 Barbara Kummer  
 David Posnick  
 Randy Shannon, PGA  
 Andrew Sherman  
 Thayer White  
 Carrie Wood

**Ambassador Council**

Nicki Anderson  
 Darren Avrit  
 Dr. James Benzian  
 Butch Breeden  
 Joe Bush  
 Andy Chou  
 Andrew Chung  
 Ron Cossa  
 Tony Cossa  
 Linda DeTarr  
 Ed Edick  
 Geoff Fargo  
 Jeff Forster  
 Carol Frazzano- Bailey  
 David Gronsky  
 Josh Heptig  
 Matt Lane, DDS  
 Bonnie Lauer, LPGA  
 Eddie Murray  
 Tim Nightingale  
 Jerry Pimm  
 Gary Setting, PGA  
 Earl Severo Jr  
 Gary Simpson  
 Lori Vereker

**Staff**

Jessani Johnson  
 Executive Director  
 Billy Gibbs, PGA  
 Program Director  
 Mia Cameron  
 Development Director

**Coaches**

Darren Avrit  
 Terri Benson, PGA  
 Mike Brabenec, PGA  
 Matt Craddock, PGA  
 Connor Chartier  
 Jim DeLaby, PGA  
 Billy Gibbs, PGA  
 Julia Puscheck, PGA  
 Bonnie Lauer, LPGA  
 Kyle Marme, PGA  
 Page O'Brien Jasinski, PGA  
 Alicia Allison, LPGA  
 Whitt Hollis  
 Rory Doll

This meeting was held in person, regionally, Thursday, November 10th, 2022. In attendance for the north group at Avila Beach GC Mulligans Restaurant were Jessani Johnson, Dr. Robert Moss, Mia Cameron, Billy Gibbs, Rick Cohen, Bill Widner and Andrew Sherman phoned in. In attendance for the south group at SBGC were Jessani Johnson, Dr. Rob Moss, Mia Cameron, Eric Bell, Sheila Davidson, Barbara Kummer, Thayer White, Randy Shannon and Matt Porter phoned in. Meetings were called to order at 12:10 and 4:05 respectively.

**1. Introductions / Fundraising**

- a) Welcome, Introductions & "One Good Thing" - Rob welcomed everyone and thanked them for attending & we went around the group sharing One Good Thing we had done for our chapter since our last meeting. This was a new Idea and worked well, highlighting all the great work everyone does.
- b) Board Scorecard - Jess presented the 2022 score card, everyone was sent these prior to the meeting. Jess can remind you of your letter if you forgot.
- c) Stewardship - We are foregoing stewardship this time as everyone has committed to sending notes out with Appeal Letters to at least 20 people.

**2. Reports**

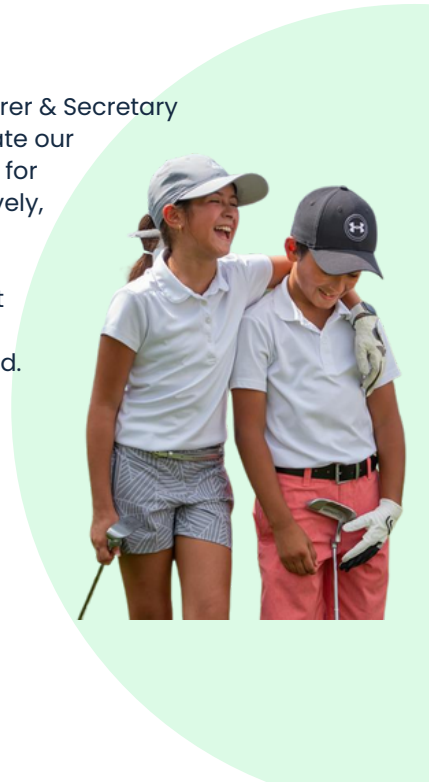
- a) Program Update - Billy reported for north group, Jess reported for south group, We are on track for our participant numbers for the year. Our goal was 1878 for regular sites and we have 1806, we attained 96% of our goal. With no fee classes included we are at 2263 participants overall. Billy's report of numbers at each site was included with meeting documents.
- b) Fall Classic Results - Mia reported. Mia was disappointed that we didn't reach our goal of \$80k, we fell short by \$14k, grossing \$63.5 with net profit of \$34.6. For comparison last year we grossed \$71.1k with net profit of \$39.5k. The biggest difference being a BlueTree trip sold last year for \$6.7k. We discussed different options for a new site next year. First choice is to return to La Cumbre if possible, Sheila and Jess have contacts there we will reach out to, Second choice is Alisal Ranch Course, and we have a date saved in October at Glen Annie if the others fall through. We will discuss options at the Strategic Plan meeting further.
- c) Strateg Plan Progress Vs Goals - Jess reported: Overall for fundraising we are \$50k short of our year end goal, which we will reach if our Appeal Letter is on track and if our grants come through. We have \$10k grant which is guaranteed, \$10k grant that is highly probable, and \$15k in outstanding grants that are 50/50 that we will receive them. Programming is on track with the exception that we are still trying to secure a site in Ventura County, Outreach is off track as we are still coming back from Covid downtime, Board Governance is on track for donations and off track as we still need board members. We are at 16 members and we have a goal of reaching 20. .

**3. Action Items**

- a) Board Positions: We need to fill our Executive Board Positions of Treasurer & Secretary in order to update our Statement of Information which is required to update our check signers for our American Riviera Bank account. Bill made a motion for the north group, Eric for the south, seconded by Rick and Randy respectively, to vote Aaron Crocker in as our Treasurer and Mia Cameron in as our Secretary. Motion was approved unanimously.
- b) Investment Account - We have \$100k surplus in our bank account that we would like to invest. In the north meeting Bill made a motion and Rick seconded, in the south group Randy made a motion and Sheila seconded. Motion passed unanimously to invest this money. At the Strategic Plan we will assign a committee to research the best type of account and action plan for which type of account to put it in.

**4. Consent Agenda** - Bill (north) and Mia (south) made a motion to approve all consent agenda items listed below, Rick (north) and Eric (south) seconded and all items were approved unanimously.

- Minutes from August 11th, 2022 meeting
- Financials:
  - 10/31/22 P&L
  - 10/31/22 Balance Sheet
  - 7/31/22 P&L



## **5. New Business/Discussion**

- a) Appeal Letter Kickoff- Jess passed out packets of Appeal Letters to each boardmember. Packets include , letters, pre stamped and addressed letters, and return envelopes. Please write a personalized note on each and mail. The goal is to send these all out prior to Thanksgiving. Thanks for everyone's efforts on this. Jess will let you know as people you wrote to send in donations so that you can follow up to thank people.
- b) Strategic Plan Meeting - Rob reported, the meeting will be on 12/8/22 at Santa Maria CC at 4pm. Anyone that wants to golf prior to the meeting please let us know. We really need everyone's input as we plan for next year.
- c) Organizational Structure 2023: Billy is retiring from coaching but will still be our Program Director as a part time position. Mia will increase her responsibilities and become a 3/4 position. Jess and Mia will get together prior to year end to discuss and update the organizational workflow and present at the next meeting.
- d) ED End of Year Evaluation: Rob will complete an EOY ED evaluation and share with Jess. Anyone that would like to give him input or help with this process should contact him.

## **6. Old Business**

- a) Check Signers - As discussed earlier, we will be able to complete this process now that we have voted in a Treasurer and Secretary. Check signers will be Mia Cameron, Randy Shannon and Rob Moss (previously voted on in Aug meeting).
- b) Board Member Recruitment Matrix - Jess passed out the Board Matrix to be filled out by new members. We will use this and discuss at Strategic Plan meeting as a tool for board recruitment.

## **7. Announcements**

- a) Network Meeting November 16-18 in Dallas- Jess, Billy, Rob, Julia and Mia will be representing our chapter at the meeting. They are excited and looking forward to the meeting and sharing what we learn with the group.

Meetings adjourned at 1:22pm and 5:09 respectively.

## **Remaining Meetings in 2022:**

-December 8 (Strategic Plan 4-8pm at Santa Maria CC)