

Board of Directors

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 Mia Cameron, Secretary
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 Rick Cohen
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 Thayer White
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 Bonnie Lauer, LPGA
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 Gary Simpson
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Staff

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

Coaches

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

This meeting was held in person, regionally, Thursday, February 9th, 2023. In attendance for the north group at Avila Beach GC Mulligans Restaurant were Jessani Johnson, Dr. Robert Moss, Mia Cameron, Billy Gibbs (phone), and Bill Widner. In attendance for the south group at SBGC were Jessani Johnson, Dr. Rob Moss, Mia Cameron, Eric Bell, Thayer White, Randy Shannon, Matt Porter, David Posnick, Ben Crawford (observing) and Billy Gibbs (phone). Meetings were called to order at 12:05 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 conversation sparked a discussion on Butch's grand daughter, Ellie Sudow, recently qualifying for the LPGA Tour. We discussed possible ways our chapter could help support her and how she could help support our chapter. She will be having a clinic for kids as well as one for adults in March at Monarch Dunes to give back to the community & to meet and greet with local golfers. So far over 100 kids have registered for this free event.

b) Board Scorecard - Jess presented the 2022 end of year scorecard & the 2023 scorecard. Everyone was sent these prior to the meeting. Jess can remind you of your letter if you forgot. Highlight is in 2022 the board contributed over \$100,000 when including gives, gets, and in-kind donations!

c) Stewardship - Jess handed out contact information for all donations made since our last meeting, as well as FTCC thank you cards to all willing to help write thank yous. This is an extra touch as all have already received tax donation, thank you letters.

d) Education - We discussed the importance of storytelling in fundraising, elements of a good story from the Joan Garry article that was sent to everyone & Jess passed out sample Elevator Speech cards.

2. Reports

a) Appeal Letter results Our 2022 year end appeal brought in \$30,474/ 90 responses compared to \$30,522/ 89 responses in 2021.

b) Charles Schwab Grant Challenge Results - We fulfilled the requirements to qualify for this grant. Our Donor Generated Revenue (DGR) in 2022 exceeded the year prior by \$39,331, and we increased our number of individual donors so we should receive \$19,666 early 2023 for our efforts.

c) 2023 Fundraising & Spring Classic Committee - Mia reported. The committee has been meeting every other week planning for the Spring Classic at SLOCC on April 17, 2023. We are pushing to get foursomes, sponsors, and auction items and would love everyone's help. Please pass out flyers & get the word out. In addition we have Golf Mania tickets for anyone that would like to purchase or sell them.

d) Winter Programming - Billy reported winter programs are going strong at all sites. We were off to a rough start due to rain and weather in January, but all coaches adapted well. We are currently at 94% of our projected winter numbers with 405 participants registered. Jessani shared the SalesForce Dashboard screenshot of our participation numbers so far & let everyone know the updated dashboard would be shared at each meeting.

e) 2023 Grant Calendar - Jess shared the 2023 Schedule of Grant opportunities we plan to apply for. We welcome any



suggestions of grants that are not on the list. Our long time Grant Writer, Joe Cantrell, has retired as of 1/1/23 so Jess will take over writing foundation & organization grant applications and Mia will be delving into finding new grant opportunities and focusing on Corporate grants. Please send all suggestions and contacts our way.

3. Action Items

a) 2023 Strategic Plan - Jess shared the [2023 plan](#) & thanked everyone for their efforts who contributed.

b) 2023 Budget - the proposed budget was sent to everyone. North group discussed the reason for Increase In Salaries Is due to Mia's position going from part time to 3/4 time (\$15k Increase) and Increase of \$5k for Jessani. Billy's position went from full time to part time (decrease of \$25k and discussed revisiting our Coach Pay document to Increase as It hasn't been updated since 2018. Billy & Jess will work on this to propose at our next meeting.

c) Investment Proposal - Bill reported (North) and Rob (south) that our Finance Committee met in January and we have started the process of opening an investment account with Edward Jones and will Invest \$100k In a quarterly ladder format, so that \$25k will be available to have access to If we need It quarterly. The application has been filled out by Jess and submitted to Edward Jones via Aaron and Bill will be managing our account.

4. Consent Agenda

a) [Minutes from November 9, 2022 meeting](#)

b) [End of year P&L & Balance Sheet 12/31/22](#)

c) [Jan 31, 2023 P&L & Balance Sheet](#)

d) FTHQ Required Documents:

- Risk Management Policy
- Gift Acceptance Policy
- Conflict of Interest
- Social Media Policy

All Action Items & Consent Agenda Items were voted on together. For the North group Bill made a motion to pass all Items, Rob seconded and for the South group David made a motion and Mia seconded. **Motion was approved** unanimously.

5. New Business

a) 2023 Board Expectations - Jess sent out & passed out this year's Board Expectations which Is the same as last years. Please print, sign and return to Jess If you haven't done so already.

6 Old Business

a) Organizational Structure - Jess passed out the organizational workflow document which was revised by Mia & Jess at the end of 2022 outline job duties of all FTCC positions.

b) Check Signers - Rob reported that all paperwork has been submitted and we officially have 3 check signers for our American Riviera Bank account, Rob, Mia and Randy. Butch and Greg have been removed as check signers.

c) Board Recruitment - We are In need of board members. If you have anyone Interested please Introduce them to Jess and or Rob. We can set up a lunch or time to meet with anyone Interested to answer any questions they may have. The north group had a discussion of needing to update our By-Laws. We will try to put together a task force this year to go over By-Laws, especially looking at term length, and number of members, and bring any proposed changes to present at a meeting this year.

7. Announcements

a) Regional Network Meeting - there will be a FT Regional Network meeting this year In Phoenix, AZ In November, date TBD. We would love to have as many board members, staff and coaches attend.

More Information to come but please consider joining us for this. They are so Informative and Inspiring!

Remaining Meetings in 2023:

May 11 - Regional at noon & 4pm (please put these dates on your calendar)

August 10 - Regional at noon & 4pm

November 9 -Regional at noon & 4pm

December 14 - 4-8pm Place TBD

Meetings were adjourned at 1:20 and 5:15 respectively