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JUNIOR ACHIEVEMENT OF ARIZONA, INC.
CENTRAL DISTRICT BOARD MEETING MINUTES
DECEMBER 13, 2019
Junior Achievement Office
636 W Southern Ave.,Tempe, AZ

Central District Board Members:

Member	Present Y/N
Analydia Shooks	Y
Anna Lee	Y-Ph
Art Tellez	N
Barbara (Alex) Alexander	Y
Bill Cassidy	Y
Bill Kastin	N
Brad Harper	Y
Cary Smith	Y
Chad Mantei	Y
Chad Thurston	Y
Charlie Smith, Board Chair	Y
Christine Baim	Y-Ph

Member	Present Y/N
Collin Krickl	Y
Fred Meeske	N
Jason Schneider	Y
Jeff Schelter	N
Jennifer Higgins	Y
Jim Wessel	Y
John Standring	N
Jonas McCormick	N
Justin John	N
Karen Quick	Y
Kim Anderson	Y
Kirk Kuller	N

Member	Present Y/N
Michael Suba	Y-Ph
Nikki Mancuso	Y-Ph
Perry Berry	N
Robert Healy	Y
Sean Claypool	N
Suzie Eyrich	Y
Ted Raymond	Y
Tiffany House	Y
Todd Leveen	N
Tom Morgan	N
Vijay Kapur	Y
Marcia Wepfer, ex officio	N

JAAZ Staff Members:

Member	Present Y/N
Katherine Cecala	Y
Sam Alpert	Y

Member	Present Y/N
Colleen Cox	Y
Amy Schaefer	Y-Ph

Member	Present Y/N
Anne Landers	Y

CALL TO ORDER

Mr. Charlie Smith welcomed the Board Members to the meeting and called the meeting to order at 11:65 AM.

APPROVAL OF 10/30/2019 MEETING MINUTES

Mr. Ted Raymond moved to approve the 10/30/19 Meeting Minutes. Ms. Karen Quick seconded the motion. The motion passed.

PRESIDENT'S REPORT AND FINANCIAL REVIEW

Ms. Katherine Cecala shared the balanced scorecard, the financial reports through November 2019. We are ahead of budget so far this year and are on track with most key indicators. We continue to lag behind goal in individual giving as we continue to try to implement and improve major gift giving. SAZ Revenue is behind goal for the year, while overall revenue is ahead of goal. Board giving is lagging for the calendar year, we hope this will catch up for year-end any board member who has not turned in their commitment form yet is encouraged to do so as soon as possible. Board attendance is below goal, but with this meeting and the last meeting we expect to make up some ground there. Ms. Cecala gave a

brief preview of the January all board retreat. Kerry Suddes of the Suddes group will work with us half the day, development staff will be encouraged to join the Board for this session. The other half of the day will be focused on worforce/job of the future and how we can help prepare kids to be ready.

BOARD DEVELOPMENT COMMITTEE UPDATE

Ms. Kim Anderson reported on the progress of the Board Development Committee including that the Committee has five potential new members in process. This will be the final meeting for Anna Lee, who is moving, and thus resiging from the Board. This is also the final meeting for Barbara Alexander, who will be retiring from the Phoenix PD, she will be recommending a replacement. **The Committee recommended Anotina Sanchez for Board membership. Bill Cassidy seconded the motion. The motion passed.**

FUN RAISING COMMITTEE ROUNDTABLE AND 911

Mr. Jim Wessel gave an update on the activities of the Fun Raising Committee and shared some thoughts and a handout on good fundraising approach.

Ms. Tiffany House gave a presentation on the Culture of Board Fundraising, including great information on planned/legacy giving. The handout/slide show she had with her presentation will be added to the board portal.

ADJOURNMENT

With no additional business coming before the Board, Mr. Charlie Smith adjourned the meeting at 1:01PM.

Minutes prepared by: Amy Schaefer

12/30/19

Secretary Date